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Front cover photograph

The front cover shows the 200-bedroom Inter-Continental Hotel, Kabul, Afghanistan, completed by Taylor Woodrow International Ltd. 33 weeks ahead of schedule under a complete turnkey contract-design, construct, equip and finance – and opened in September, for the Maiwah Pall Hotel Company. The heated swimming pool, foreground, is one of the few of its kind in the country so far, but tourism is reckoned to be a coming factor in this landlocked and fascinating corner of the world.

LATE ANNOUNCEMENT

Imports of Aluminium from Rumania

IMPORTS OF ALL Aluminium, Aluminium waste, semi-manufactures and scrap originating in or consigned from Rumania are subject to specific licensing.

The Board of Trade have now informed the Rumanian authorities that licences during 1970 will be limited to a total of 20,000 tons. Such licences will be issued only on production of quota certificates provided by the Rumanian authorities in London.

Index to Statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

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Aircraft noise at Heathrow and Gatwick airports (Q)	22 Oct. 1969
Mileage and traffic (A)	9 July 1969
Trade by air (6-M)	22 Oct. 1969
Balance of payments:	
Trends in invisible transactions (Q)	This week
UK balance of payments (Q)	This week
Bankruptcy orders (A)	12 Nov. 1969
Business names registered (A)	7 Feb. 1969
Capital expenditure:	
Distributive and service trades (A)	7 Mar. 1969
Industry's capital expenditure (Q)	8 Oct. 1969
Industry's 'investment' intentions (3 times a year)	22 Oct. 1969
Manufacturing industry. Census of production (A)	20 Dec. 1968
Catering trades turnover (M)	19 Nov. 1969
Chemical industries production (6-M)	17 Jan. 1969
Companies:	
Acquisitions and mergers (Q)	5 Nov. 1969
Income and finance (Q)	This week
New companies registered:	
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Production, exports and orders (M)	26 Nov. 1969
ECGD business (Q)	3 Dec. 1969
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British Film Fund Agency returns (M)	19 Nov. 1969
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Direct orders (A)	3 Sept. 1969
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Hairdressing trades turnover (M)	19 Nov. 1969
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Assets and liabilities of finance houses (Q)	19 Nov. 1969
Business (M)	This week
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Industrial production:	
Index nos. (M)	26 Nov. 1969
N. Ireland index (M)	26 Nov. 1969
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Transactions (Q)	17 Sept. 1969
Investment and earnings overseas (A)	9 May 1969
Laundries and dry cleaners turnover (M)	19 Nov. 1969
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Man-made fibres:	
Analysis of production (A)	4 April 1969
Analysis of production (Q)	5 Nov. 1969
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Wholesale prices:	
Average prices of selected commodities (A)	21 Feb. 1969
Index nos. (M)	19 Nov. 1969

Board of Trade Departments, etc.

Subjects	*Last published*
Board of Trade addresses	13 Aug. 1969
Board of Trade regional organization	1 Oct. 1969
British and Commonwealth chambers of commerce and other British business organizations overseas	10 Nov. 1968
British commercial representatives overseas	1 Oct. 1969
Customs notices of interest to exporters	26 Nov. 1969
Directory of Board of Trade departments and their work	29 Mar. 1968
ECGD local offices	23 July 1969
Half-yearly index - Jan.-June 1969	30 July 1969
Official Receivers' offices	21 June 1969
Programme of trade promotions	5 Nov. 1969

SUBSCRIPTIONS.

ADVERTISEMENTS

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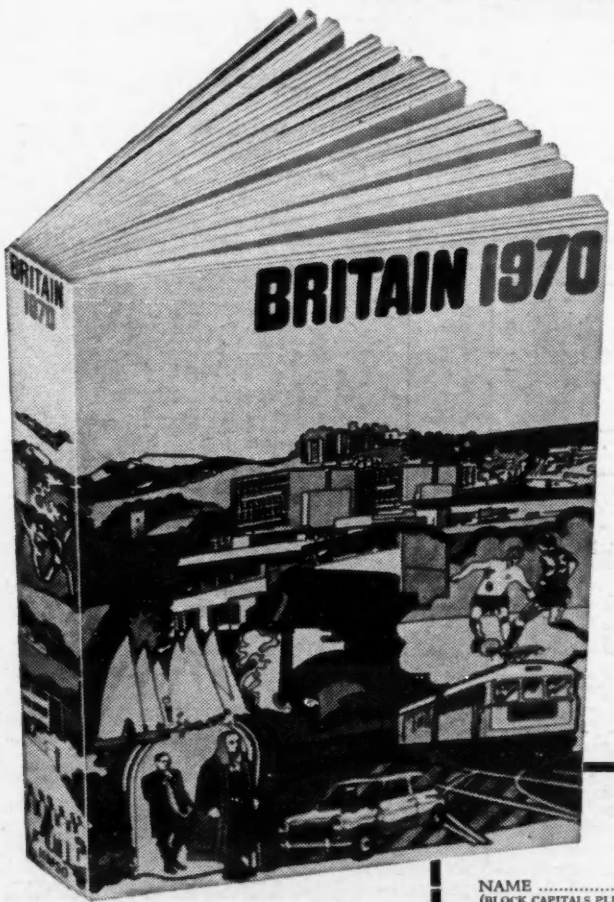

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Malaysia—an important market

By L. E. M. Taylor, Counsellor (Economic), British High Commission, Kuala Lumpur

The Derby firm of Fletcher and Stewart Ltd., have won a large order for sugar machinery from Gula Perak Berhad (the State of Perak Sugar Co.), bringing the total value of export orders received by the company over a four-week period to nearly £10 million. Pictured at the contract signing ceremony at Ipoh are (left to right): Mr. Ng Ek Teong, Dato' Haji Kamaruddin Bin Haji Mat Isa, Tuan Sheikh Abdul Rahman Bin A. Bakar, Inche' Abdul Aziz Bin Ismail, Mr. R. F. Jenkins, Mr. C. J. Laan, Y.A.B. Dato' Haji Ahmad Bin Said, Dato' Mohd, Ali Bin Zaini, Mr. Ng Hong Heng, Dato' Haji Hussein.

PTOLEMY SHOWED what is now West Malaysia near the south-east corner of his map of the known world. We now recognize it as an important British market of some 8½ million people in a country the size of England only 16 hours flight from London airport. The East Malaysian states of Sabah and Sarawak, half as large and as large as West Malaysia respectively, only found room on the very edge of Ptolemy's map. They, too, are developing markets within a few hours flying time of Kuala Lumpur and Singapore. The Federation of Malaysia, comprising Sabah, Sarawak and the 11 states of West Malaysia, has a population of 10 million with a per capita income of M$ 986 or some £135. This makes Malaysia one of the most prosperous of the developing countries, with a higher standard of living than any other developing country in South East Asia of comparable size.

National product

To most people Malaysia means rubber and this still figures prominently as a mainstay of her economy. Nine years ago, in 1960, exports of rubber amounted by value to over half of the total exports of Malaysia as we now know it, and about one third of her gross national product. The price of rubber fell sharply by almost 30 per cent between 1960 and 1962, and this encouraged Malaysia to redouble her steps to diversify her economy. Despite this fall, and a further sharp fall in 1967-68 in the price of rubber to a level 60 per cent below the 1960 peak, Malaysia's gross national product grew year by year, with only a minimal increase in the cost of living.

After rubber one thinks of tin and timber. Malaysia is the world's foremost producer of tin and is amongst the world's leading exporters of tropical timber mostly coming from the forests of Sabah. Over the past few years oil palm has developed enormously and here again Malaysia is the world's leading exporter. Coconuts and copra, pineapples and pepper, add themselves to Malaysia's riches and all these commodities supply a broad base to the economy. Their export has helped to give Malaysia a significant surplus on visible trade for many years. Increased receipts from tin and timber exports have more than counterbalanced diminished receipts from rubber just as increases in palm oil have more than offset the fall in receipts from iron ore.

Industry

Malaysia is, while remaining a broadly based primary producing country, also developing her industry. Tin refining, cement production, based on local limestone, and the manufacture of tyres and other rubber manufactures were obvious choices and in 1967 West Malaysia became a net exporter of cement and in 1968 of rubber manufactures. She also exports more beer and stout and more toilet preparations than she imports. Prominent among other products of the 225 enterprises which comprise the Federation of Malaysian Manufacturers, are refined petroleum, steel bars, fertilizers, textiles, timber products and paints. There are now six motor car assembly plants in West Malaysia and imports of completely built-up cars and commercial motor vehicles are restricted to 1 per cent of those imported in the base year (1966). Refrigerators, television sets, air conditioners and bicycles are being either manufactured or assembled.

Pioneer Industries

The disturbances which started on May 13 led the Government to pay even more attention to the unemployment problem and a new industrial strategy has been evolved. For a number of years there has been a pioneer industry scheme giving tax remission and other incentives to those opening up viable new industries. The Tariff Advisory Board, after public hearing, used to make recommendations on suitable protection for each industry and the import duties imposed have in general been generous though not excessive. As examples, textiles and radios generally pay 25 per cent, cameras and air conditioners 20 per cent, while protected fertilizers have a tariff of M$ 60 to the ton. The tariff is predominantly protective – most machinery entering duty free – but cosmetics attract a duty of 50 per cent and whisky one of M$60 a gallon. The rates of duty on imports into West Malaysia, Sabah and Sarawak are gradually being aligned and for most goods the country is now one customs union. A number of articles still enter Penang and Labuan free of duty but this range is being decreased.

Strategy

Recently, the Government started a new strategy. They are now seeking to identify viable new industries which should provide for import substitution and may have some export prospects, and they are laying down import tariffs for these before instead of after the relevant industry has been established. As instances, the import duty on chocolates has been increased from 40 cents to M$1.60 a lb. and a 30 per cent duty has been imposed on nuts and

(Continued on next page)

MALAYSIA, *continued*

bolts. Despite arguments from importers and consumers it seems likely that this process will continue in an effort to persuade firms generally with overseas partners to start up new manufacture here.

The Malaysian government has always shown special interest in local participation in manufacturing industry and the general rule has been that this should amount to at least 50 per cent and 51 per cent in the case of pioneer industries. Recently, however, the Minister of Commerce and Industry has announced that this policy will be administered with more flexibility and special consideration will be shown to enterprises with good export prospects which wish to maintain overall control overseas.

Imports

Over the past four years Malaysia's imports have increased from M$ 3,356 million in 1965, to M$ 3,548 million in 1968, or somewhat less than 6 per cent by value. There was, however, a fall in 1967 when the price of rubber fell considerably. Imports in 1968 were 6¼ per cent higher than in 1967.

Statistics are available for these four years for the main classes of imports. These show that the increasing trend has been largely due to increased imports of petroleum and its products. Imports of food have varied extremely little from year to year, but increased imports of cereals between 1965 and 1967 showed signs of dying out in 1968 and the plans for large-scale production of rice seem likely to extend this process. Imports of dairy products were on a falling trend throughout the four years. Imports of beverages and tobacco have been falling considerably in value.

So far as manufactured goods are concerned, there was a 5 per cent increase by value between 1965 and 1966, followed by a fall in 1967, and a partial recovery in 1968, which brought such imports nearly up to the 1966 level. The general pattern as a whole was reflected in the main constituent classes. For the future, it seems likely that increases in demand will largely be for machinery and equipment for planned expansion of agricultural production and its processing, for rubber factories and oil palm mills, for rice and sugar and for additional industries that the new industrial strategy aims to attract. Some 20-30 new oil palm mills are likely to be built in the next seven years, and the production of rubber is expected to increase from just over 1 million tons in 1968 to one and a half million tons by 1975, with a consequent demand for modern factories.

The Muda irrigation scheme, which has recently been completed, will help West Malaysia to attain her aim of self-sufficiency in rice. Double cropping will demand mechanized sowing, harvesting and drying. The first major sugar scheme is now under way and a contract has been signed for the supply of British machinery for the mill. The first Malaysian Five Year Plan, 1966-70, was half completed in its first three years and a large number of infrastructure projects, port and airport development, roads and electrical generation, are in the offing.

British Engineering Week

In September, the first British Engineering Week in the Far East was staged in Kuala Lumpur. This was attended by an invited audience of over 2,400 engineers and potential buyers of engineering goods. This response was encouraging. But resolute follow-up action is needed.

Malaysia has proved herself to be a steady and growing market, well able to weather changes in commodity prices and the May 1969 riots. Her reserves are sufficient to pay for seven and a half months' imports and are rising with increases in export revenue – West Malaysian exports increased by 27 per cent in the first eight months of 1969 compared with a year ago, while imports fell by 4 per cent during the same period. Malaysia is not, however, an easy market, especially for the newcomer.

The virtual removal of Commonwealth Preference in August 1966 was a signal for increased attention from our competitors and the Japanese in particular have been making resolute and successful efforts to increase their share of the market, which increased from 10 per cent in 1965 to 14 per cent in 1968, while the British share fell from 19 per cent to just over 14 per cent. Our other major competitors, the United States, West Germany, Australia, the Netherlands and France, were between them responsible for 16 per cent of imports in 1965 and 21 per cent in 1968.

Study the market

Those with a real interest in exporting to Malaysia should know that all this information is available in London and we cannot stress too strongly the usefulness of preparatory research in Export Services Branch and the Regional Offices of the Board of Trade, before visits or sales campaigns are mounted. We shall always welcome businessmen from Britain. We shall be best able to help those who come armed with all the available background which will enable them to concentrate their efforts here on what they cannot pick up elsewhere. They will impress their customers with their knowledge.

There may have been a time when a short visit on the way to Australia, in order to renew contacts or to seek agents, was enough. By and large this is no longer true. The serious contender in this market needs to be prepared to spend more time in Malaysia to study the changes which have taken, and are taking, place than seems probable when he sets out. If he is on a round trip he should leave some spare time at the end. There may be unforeseen difficulties in one of his territories, perhaps Malaysia, which demands a few more days' study. If he is to increase, maintain or establish his share of the market, he will need to assess its future for himself. There is small chance of a quick profit. He is playing against skilled and determined opponents and he is selling to people who know what they want. Even if he has the perfect agent, that agent may be wooed by a more perfect principal. Just because Malaysia has for so long tended to think of Britain as a supplier first, one may consider that one can maintain one's position by carrying on as before. This is no longer true, if ever it was true. The constant cry is 'We like British goods, but why do not the British come out and sell?'

Speed of response to demand, firm quotations, with early warning if delays appear to be likely, efficiency of service, attention to detail; these may be cliches. But, they are as necessary in Malaysia as in the most sophisticated and exacting of world's markets.

Note: M$1,000=£136.

DETAILED STATISTICS OF UNITED KINGDOM OVERSEAS TRADE

Each month the Overseas Trade Accounts give a considerable amount of detail about United Kingdom imports, exports, re-exports and commodities and, for many of them, the most important countries of consignment.

The information in the accounts is, in fact, a summary of much more detailed information. This is derived from declarations made by traders to HM Customs and Excise under the descriptions in the Statistical Classification for Imported and Re-exported Goods (which has about 3,000 headings) and the Export List (2,900 headings); there are 192 specified countries for consignment.

The fully detailed information is not published on a monthly basis but, when circumstances allow, HM Customs and Excise can supply detailed information about trade under individual headings of the Import Classification and the Export List and with individual countries or through United Kingdom ports, either for particular months or for longer periods. A charge is made which covers the cost of the service. Applications should be made to the Statistical Office (Bill of Entry Section), HM Customs and Excise, 27 Victoria Avenue, Southend-on-Sea (Tel. Southend (0702) 49421. Ext. 316 for Imports and Re-exports, Ext. 314 for Exports, Telex 99112 CUSEX Southend).

Britain ready for negotiation with the Six

MR. HAROLD WILSON, the Prime Minister, was asked in Parliament on December 4 what consultations or communications he had had with or what plans he had to meet Heads of Government of the European Economic Community countries regarding the British application to join the EEC and following the outcome of the Summit meeting at the Hague. He was also asked when he intended to hold an official meeting with the Chancellor of Federal Germany.

The Prime Minister replied: 'We are in regular and close contact with the Governments of the Six through the normal channels. We welcome the agreement reached by the Six at their meeting at The Hague earlier this week to open negotiations between the Community and the applicants for membership and we are ready for negotiations to begin as soon as the Six are ready.

'On my meeting with Herr Brandt I would refer to what I said in the House on November 25. There are no arrangements at present for a meeting with other Heads of Government of the Six.'

(*Further questions and answers* Hansard *cols.* 1695-1703).

'Foolish to disregard contribution of smaller firms to our export success'

—Mr. Roy Mason

'TWENTY-FIVE per cent of the total of British exports comes from several thousand firms in the medium and small size categories,' said Mr. Roy Mason, President of the Board of Trade, on December 3 at a lunch at the Kensington Close Hotel, London, arranged by the BNEC Export Clubs. While recognizing the substantial part played by a few very large firms in the country's export success, he pointed out that the remaining 25 per cent of the United Kingdom's total 'represents more than three times the £500 million per annum surplus which the Chancellor of the Exchequer quotes as our aim. We would be foolish to disregard such a contribution to our export success – even though it comes from so many firms – and we would be equally foolish to fail to recognize that it was from the ranks of small firms enterprising in exports that there sprang Lesneys, the Matchbox Toy firm; Letraset with their lettering systems successfully marketed throughout the world, and Lansing Bagnall with their notable success in the fork-lift industry – to mention but a few. From these firms come first-class products of British ingenuity and skill marketed with determination and professionalism – indeed a great tribute to the firms concerned.

'But they, and many others, started from small beginnings and I would be the last to suggest that they found exporting easy: it is not, for international competition is lively and increasing and so exporting, although it invariably is, as it should be, rewarding, is not – and I don't think it ever was – "fun".

Advice and help for smaller firms

'Small firms – and sometimes the medium size too – who branch out into exporting frequently need and deserve advice and help. This is available from many sources – from banks, publications, Trade Associations, Chambers of Commerce; and, of course, from the Government Export Services which we are even now improving in the light of the Duncan Report and a recent study carried out within the Board of Trade. From all I have seen and heard I think that our Export Services are good and well-run. I hope, and intend, to make them even better. Most of them are of course free (or more accurately) paid for by the taxpayer.

'And, of course, firms can get help from one another, learning from the practical experience of those who have already "had a go", finding out the simple ways of dealing with what at first glance appear to be complex and cumbersome administrative procedures, getting to know the names of individuals at home and overseas who can quickly provide guidance on, and perhaps the keys to, problems that occur at particular points in international trade and transport.

'This type of advice and assistance is uniquely valuable and is, of course, the main reason for your Export Clubs; and I am happy to recognize the enthusiasm and effort that is displayed by all those who have brought them into being and who keep them going. You will know, much better than I, how readily the needs of small exporters can be identified in the activities of your clubs and how advice and assistance from those experienced in exporting can help to meet those needs.'

Gaskell & Chambers (Non-Drip Measure) Ltd., a subsidiary Co. of Gaskell & Chambers (Holdings) Ltd., invited their European distributors for a two-day seminar at their Thornton Heath, Surrey offices recently. During the visit they saw the products manufactured for the bar, hotel and catering trade. They also met the office and factory staff. They were received at the offices by Mr. A. M. Nicholson and Dr. I. D. G. Berwick, the joint managing directors, and Mr. G. R. G. Berwick, director and company secretary, together with the group export manager, Mr. J. Eastbury. The visitors were led by Monsieur P. Emie, director of Pernod Equipement SA of Paris. The party also included representatives from France, Holland, Switzerland, Germany, Austria and Italy. Inspecting beer taps are (l. to r.) Dr. I. D. G. Berwick, A. Pasquini (Italy), M. Julien (Pernod, France), W. Nemeth (Germany), and M. Lambert (Pernod, France).

Mr. Goronwy Roberts speaks on import deposit scheme

MUCH AS the government would have liked to terminate the import deposit scheme, it was felt that a relaxation of the efforts to achieve a secure and continuing surplus on the balance of payments, just when these efforts promised real success, could not be risked.

This was stated by Mr. Goronwy Roberts, Minister of State, Board of Trade, at an Italian Chamber of Commerce luncheon in London on December 1.

'The past shows many examples of premature optimism and concessions to pressures put upon the government to dispense with stringent policies just as soon as evidence appears showing they have begun to work in the right and the desired direction', he added: 'We have powers to make further reductions in the rate of deposit, and we certainly look forward to the total phasing out of the scheme as soon as we are convinced that it is safe to do this.'

Earlier, Mr. Roberts said that in 1968 United Kingdom exports to Italy had risen to £177 million, while imports from Italy were valued at £236 million. This year, on the basis of figures available so far, Britain was faring even better since trade with Italy was running at an annual rate of about £210 million. Italian trade with Britain seemed to be running at much the same as last year.

Even this situation, however, welcome though it was, still showed that Britain had a lot of ground to make up if the balance of payments – a constant and nagging pre-occupation, as in so many other countries – was to achieve and maintain a healthy surplus.

'Moreover, the United Kingdom share of the Italian market is only 4.1 per cent. It has declined from 4.7 per cent in 1966. By contrast, Italy's EEC partners, the Federal Republic of Germany and France, enjoyed respectively shares of 18.4 per cent and 12.5 per cent of the Italian market.'

Clearly, Anglo-Italian trade would be greatly stimulated if Britain were to become a member of the EEC, he continued.

Successful first year for Trade Descriptions Act

THE TRADE Descriptions Act, introduced on November 30, 1968, was 'working very well', said Mrs. Gwyneth Dunwoody, Parliamentary Secretary, Board of Trade, when reviewing the first year of the Act at a press conference in London, on December 1.

Mrs. Dunwoody, who has special responsibility for consumer protection, revealed that there had been 521 convictions on one or more counts, and that there were another 417 cases in which local authorities intended to prosecute, but which had still to come to court.

Total fines imposed had been £27,991. No one was sentenced to prison, although the Act provided for this.

'Let the buyer beware, but not presume that traders deliberately set out to deceive,' she said.

Pointing out that 20 per cent of all retail sales take place in December and January – 12½ per cent in December alone – she added, 'my advice to shoppers is to read carefully what has been said about the goods they are proposing to buy, and if the facts in which they are interested are not stated, to ask for them. In either case what is said should be true, since the Trade Descriptions Act makes it an offence to apply to any goods a trade description which is false to a material degree.'

The large number of successful prosecutions had shown that the Act was needed. It was designed to give safeguards to anyone buying goods or services and by and large the courts had regarded offences against the Act as meriting heavy penalties.

'Our faith in the effectiveness of this Act as a means of giving greater protection to the public was not misplaced', said Mrs. Dunwoody. It was fair to add, she pointed out, that the number of cases in which prosecutions had been justified represented only the tiniest fraction of the millions of shopping transactions which occur with all fairness and honesty every day.

The function of the Act was basically to deter misdescription, and to discourage its repetition by the threat or fact of criminal proceedings. These could lead to fines, in serious cases unlimited in amount, or to imprisonment, or both. The Act did not require that a description be given, but where one was given, it must be the truth.

The success of the Act was due to a large extent to the work of the local weights and measures authorities who, said Mrs. Dunwoody, had done a 'marvellous job'.

Misdescription of goods accounted for 313 of the convictions, and for £19,901 of the fines (average about £63 per conviction). Categories of goods, the number of cases and the types of false trade description used include the following:

	No. of cases	Main type of offence
Motor vehicles and accessories	135	Setting back mileage recorders, false claims about age or previous ownership.
Food and drink	38	Covering a wide variety of foodstuffs misdescribed as to origin and other physical characteristics.
Soap and detergents	5	Misleadingly described as to quantity.
Solid and liquid fuels	38	False indication of the brand of paraffin and the octane rating of petrol.
Clothing and textiles	31	Origin composition and other physical characteristics.
Other	66	Various physical characteristics.

False price claims led to 191 cases of conviction, and £7,474 in fines, about £39 per case. These cases were divided as follows:

Motor vehicles and accessories	2
Food and drink	48
Soaps and detergents	91
Solid and liquid fuels	5
Clothing and textiles	9
Other goods	36

False statements about services, accommodation and facilities accounted for 17 convictions and £616 in fines, about £36 per case. The cases fell into the following main categories:

Holiday accommodation	5
Repair services	4
Dry cleaning	2
Others	6

OVERSEAS COMMERCIAL POSTS

Over 200 official commercial posts in all the main centres of world trade are at the service of the United Kingdom exporter. A full list of their addresses is given on page i-viii of October 1 issue.

Prevention of Fraud (Investments) Act 1958

Authorized Unit Trust Schemes

THE FOLLOWING AMENDMENTS have taken place during November in the list of unit trust schemes authorized under Section 17 of the Act and published in Part V of the 1969 Particulars of Dealers in Securities and of Unit Trusts.

Additions:

Group and/or Name and Address of Management Company	Name of Scheme	Name and Address of Trustee
National Provident Investment Managers Limited, 48 Gracechurch Street, London, E.C.3	N.P.I. Growth Unit Trust	Lloyds Bank Limited, 71 Lombard Street, London, E.C.3
Barclays Unicorn Limited, Unicorn House, 252/6 Romford Road, London, E.7	Unicorn Exempt Trust	Royal Exchange Assurance, Royal Exchange, London, E.C.3
J. Henry Schroder Wagg & Co., Limited, 120 Cheapside, London, E.C.2	Schroder General Fund	Lloyds Bank Limited, 71 Lombard Street, London, E.C.3
Jascot Securities Limited, 21 Young Street, Edinburgh	Jascot Capital Fund	The Royal Bank of Scotland Limited, PO Box 51, St. Andrew Square, Edinburgh, 2

Changes:

The names of the following schemes have been changed:
Retirement Income Unit Trust to Jessel Income Unit Trust
The City of London Unit Trust to Jessel City of London Unit Trust
The City of London Property Shares & General Unit Trust to Jessel Property Shares & General Unit Trust
The Gold and General Unit Trust to Jessel Gold and General Unit Trust
The New Issue Unit Trust to Jessel New Issue Unit Trust
Counties Unit Trust to Jessel Capital Growth Unit Trust

The name of Fund Managers Limited has been changed to Surinvest Fund Managers Limited.

The name of North American Unit Management Co. Ltd., has been changed to Ansbacher Unit Management Co. Ltd.

The address of Discretionary Unit Fund Managers Limited has been changed to 1-4 Copthall Chambers, London, E.C.2.

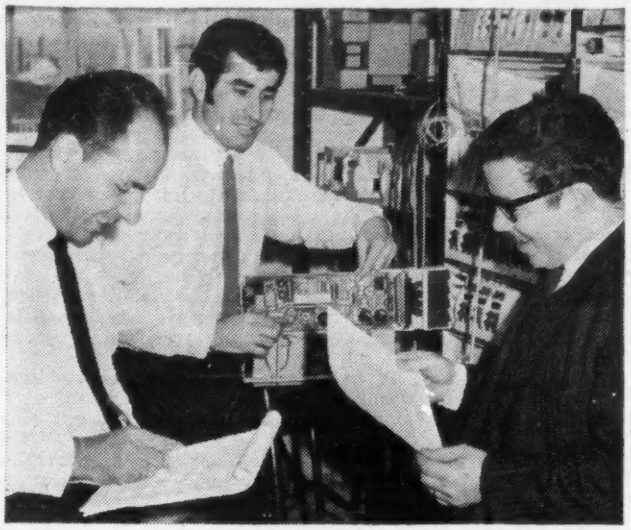
Exporting electrical equipment to Italy

Two additions to the series of Technical Digests issued by the Technical Help for Exporters (THE) Section of the British Standards Institution have been published. They are intended for United Kingdom manufacturers of electrical equipment or components for export to Italy.

The Digests outline the legal requirements for electrical equipment in Italy and give a comprehensive schedule of type of equipment, stating for each which specifications are acceptable to the Italian authorities. Italy's electricity supply system is described and notes are given on many relevant details such as colour codes for conductors, plugs and radio interference suppression.

The addresses of the Italian Standards bodies relevant to electrical equipment are supplied in an appendix. All the specifications and codes referred to in the Digests are available on sale or loan from THE Section.

Single copies of the Digests are 10s. each and, for a subscription of £2, all Technical Digests in the electrical category will be supplied for one year. Inquiries about Technical Digests, or any other technical problems experienced by United Kingdom exporting manufacturers should be directed to the British Standards Institution, THE Section, Maylands Avenue, Hemel Hempstead, Herts.



Three technicians from the Iraq Petroleum Company are spending six weeks in Coventry on a training course with GEC-AEI Telecommunications Ltd. The equipment they are learning to use was supplied recently for a 600-mile telephone link between Iraq, Syria and Lebanon. Telephone calls between the IPC oil complex at Kirkuk in Iraq and Mediterranean oil ports of Bahias and Tripoli are handled by fully transistorized 12-speech-circuit open-wire carrier equipment. Picture shows Robert Baba, Shukur Amin and Mohammed Mehdi testing a laboratory model of 12-speech-circuit, open-wire equipment.

Statutory Return of Export Credits Guarantee Department

DURING THE QUARTER ended September 30, 1969, the Export Credits Guarantee Department assumed liability:

(a) under Section 1 of the Export Guarantees Act, 1968 up to a maximum of £286,464,143 in respect of guarantees amounting to £530,022,558;

(b) under Section 2 of the Export Guarantees Act, 1968, up to a maximum of £115,955,094 in respect of guarantees amounting to £117,397,742.

Imports of maincrop potatoes

LICENCES FOR imports of maincrop potatoes will be issued by the Board of Trade as from December 15, 1969. Regular dealers in potatoes may apply to the Board for an Open Individual Licence valid for imports until May 31, 1970. Figures will be subject to plant health regulations in the usual way. A Notice to Importers setting out the licensing arrangements will be issued as soon as possible.

Notes:

The home potato crop is smaller than last year's. Most European countries have also had smaller crops. Although there is no shortage of potatoes at the moment, there is no reason to continue to prohibit imports of maincrop potatoes.

The Ministry of Agriculture will keep the market situation and level of imports under review. Should it be necessary to end the import arrangements before the expiry of licences, potatoes in transit at the closing date would be admitted.

The arrangements do not apply to new potatoes, which are on Open General Licence from November to August, or seed potatoes.

Application for reduction of import duty on certain ceramic tiles

THE BOARD OF TRADE give notice that they are considering an application for the reduction of the import duty on:

'Tiles of a thickness not greater than $\frac{1}{4}$ inch; double tiles intended for splitting before use, of an overall thickness not less than $1\frac{1}{4}$ inches', ex tariff sub-heading 69.08 (A) (2).

A statement of the applicant's case will be made available to interested parties who wish to make representations in the matter, if they are prepared to give an undertaking to treat the information contained therein as strictly confidential and to allow their comments to be passed to the applicants for reply. Requests for the statement of case, together with an underaking in the terms set out above, should be addressed in writing to Tariff Division, Board of Trade, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1, not later than December 31, 1969.

Quota for imported apples

SPEAKING IN the adjournment debate on imports of apples on December 3, 1969, Mrs. Gywneth Dunwoody, Parliamentary Secretary to the Board of Trade, announced that the apple quota for the period January-June, 1970, would be 68,750 tons (1,375,000 cwts.)

Notes:

Since 1961 the sizes of the January-June quota has on each occasion been set at 68,750 tons except in 1968 when the quota was increased because the domestic crop was light.

The quota restrictions on fresh apples apply to all imports from non-sterling area countries except Southern Rhodesia and countries in the Eastern Area. Separate arrangements exist for imports from the Eastern Area.

A notice to importers will be issued.

Mr. H. Wyn Griffith of Shirley Developments Ltd. (left) and Mr. Ernest Howecroft of the Textile Machinery and Accessory Manufacturers' Association, present a plaque from the Mayor of Greenville, South Carolina, to the Mayor of Manchester, Ald Neil Westbrook. The plaque is a gift of the Mayor of Greenville, the Hon. R. Cooper White, Jr., as an expression of goodwill from one textile centre to another. Mr. Wyn Griffith and Mr. Howecroft were members of a sales mission of 14 British textile machinery and acessory manufacturers who recently visited Greenville. During the mission Mr. Wyn Griffith presented a reciprocal gesture of goodwill – a parchment scroll – to the Mayor of Greenville from Ald. Westbrook.

Applications for reimposition of import duty

THE BOARD OF TRADE, Tariff Division, announced on August 20, 1969, that they were reviewing all temporary exemptions from import duty (mainly chemicals) due to expire at the beginning of January 1, 1970.

Interested parties may wish to note that of the 51 applications for reimposition of import duty published during this review, 41 items will be restored to duty on January 1, 1970; three applications were later withdrawn and the remaining seven items have been recommended for extension for shorter periods than 12 months.

Details of these items are listed below:

Tariff heading	Description	Reference
	Restorations	
28.18	Barium hydroxide containing not more than 0·035% by weight of sulphides calculated as BaS	10640
29.01	3-Methylcholanthrene (IUPAC numbering)	4167
	Pentamethylbenzene	10858
29.02	2-Bromobenzotrifluoride	3881
	1-Bromo-3-chloropropane	8996
	αα′-Dibromo-*m*-xylene	5094
	2-Iodobenzotrifluoride	3893
29.04	3-Chloropropane-1, 2-diol	6741
29.07	3-Bromophenol	5113
	2-Fluorophenol	6590
	4-Fluorophenol	6232
29.10	1-Bromo-2, 2-diethoxyethane	9860
	1, 1-Diethoxyethane	6935
29.11	1-Naphthaldehyde	13307
	2-Naphthaldehyde	882
29.13	1, 3-Dichloroacetone	2915
29.14	Chloroacetic anhydride	258
	Iodacetic acid	6683
	Methyl *n*-hexanoate of a purity not greater than 98%	10877
	Sodium trifluoroacetate	2247
	Zinc *n*-heptanoate	1053
29.15	Cyclohex-4-ene-1, 2-dicarboxylic anhydride	5884
	Di-*n*-octyl phthalate	2200
29.22	3-Bromoaniline	1001
	N-*n*-Butylaniline	13272
	1, 6-Diaminohexane adipate	10662
29.25	*N*-Acetyl-D-galactosamine	5190
	N-Acetyl-D-glucosamine	3356
	Lactamide	5196
29.27	Barium 2-cyanoethyl phosphate	6558
	3-Bromopropionitrile	3965
29.31	Di-(4-hydroxyphenyl) sulphone having a melting point not less than 236° centigrade	6829
29.32	Triphenylarsine oxide	13053
29.35	2-Acetylpyridine	10861
	2-Chlorothiophen	5007
	2, 6-Dimethylquinoline	4143
	DL-Mevalonic acid lactone	2413
29.43	D-Lyxose	4277
	Phenyl-β-D-glucoside	5432
39.01	Nylon 66 in the forms covered by Note 3 (b) of Chapter 39, which on ignition yields not less than 0·02% and not more than 2·0% by weight of ash consisting mainly of titanium dioxide and which, when dissolved in aqueous formic acid containing 90% by weight of formic acid to give a solution containing 8·4% by weight of nylon 66 polymer, increases the dynamic viscosity of the solvent by a ratio not greater than 50·0, both viscosities being measured at 25° ± 0·05° centigrade in a U-tube capillary viscometer by the method described in British Standard 188:1957 (as amended up to and including September 1964)	6800
39.03	2-Diethylaminoethylcellulose	10574
	Withdrawn	
29.14	*p*-Toluic acid (—COOH at 1)	2394
29.16	3, 4-Dihydroxybenzoic acid	10859
29.35	5, 6-Dimethylbenzimidazole	5285
	Extension recommended until March 5	
29.25	*sec*Butyl urea	13219
	Extensions recommended under revised definition (until March 5)	
29.19	Tri-(2, 3-dibromopropyl) phosphate containing not more than 0·20% by weight of 2, 3-dibromopropanol	6877
29.31	Dithiocyanatomethane having a melting point not less than 100° centigrade	13306
	Extension recommended until May 7	
29.02	Chloropentafluoroethane	6631
	Extensions recommended until July 2	
29.06	2-Naphthol	13034
29.11	Glutaraldehyde	10884
29.19	Di-*n*-butyl phenyl phosphate	10749

EXPORT INFORMATION CENTRE

The Export Information Centre of the Board of Trade's Export Services Branch is at 50 Ludgate Hill, London, one minute's walk from St. Paul's. It provides traders with a street-level inquiry point where they can find what services are available for dealing with export problems. The centre is open from 9.30 a.m. to 5.30 p.m.

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by December 24.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.22	1, 12-Diaminododecane	As in previous column	December 31, 1970	13357
29.34	Octaphenylcyclotetrasiloxane	As in previous column	December 31, 1970	13356
29.35	Pentachloropyridine	As in previous column	December 31, 1970	13358

Consideration of mergers by DEP

MRS. BARBARA CASTLE, First Secretary and Secretary of State for Employment and Productivity, has announced that on the information at present before her it is not intended to refer the following three transactions to the Monopolies Commission under the provisions of the Monopolies and Mergers Act, 1965.

Merger proposals involving Jessel Securities Ltd., Parnell Electrical Industries Ltd., and Falks Ltd.

Proposed acquisition of Lombard Banking Ltd., by National Westminster Bank Ltd.

Proposed merger of the Special Products Group of GEC-EE. and the Rotax subsidiary of Joseph Lucas (Industries) Ltd.

Local firm's expansion means more jobs for Pembroke

THE MINISTRY of Technology are to build an extension of 750,000 sq. ft. to their factory at Ferry Lane, Pembroke, for Firth Cleveland Extrusions Ltd., a member of the Firth Cleveland Group of London. Firth Cleveland Extrusions Ltd. originally occupied a 250,000 sq. ft. factory, which was extended by 21,000 sq. ft. in March 1962, to make steel, brass and aluminium nuts for a wide range of industries, principally motor car and domestic appliance manufacturers, both at home and abroad. A further extension to a total area of 102,000 sq. ft. was provided in 1967. Some 260 people, most of whom are men, are currently employed in the factory.

It was announced in February that, to cope with increasing demand for their products, particularly from overseas markets, the factory was to be extended by 50,000 sq. ft. As a result of the enlarged expansion, which has been made necessary by a further increase in demand, the total labour force will increase by 240. Almost all the new jobs will be for men.

The extension will be built by the Welsh Industrial Estates Corporation on behalf of the Ministry of Technology. Building work will commence early next year and the new extension to the factory is expected to be ready for occupation towards the end of the year.

New industry for North Wales

MR. GEORGE THOMAS, Secretary of State for Wales, announced on December 8 that the vacant Ministry of Technology factory of 36,000 sq. ft. at Penygroes, Caernarvonshire, has been allocated to Travelmaster (Mobile Units) Ltd. The company is engaged in the marketing of caravans produced by K. G. Somerville Ltd. of Princes Risborough who specialize in luxury caravans and mobile homes. Production is to be transferred to Penygroes together with the manufacture of holiday chalets at present carried on by Minerva & Co. Ltd. at Kinnerley, Shropshire. Both of these companies have recently been acquired by the Graham Bourne Group.

As a result of concentrating production of the caravans and holiday chalets at the Penygroes factory it is estimated that employment will be provided over a three year period for some 300 poeple, of whom 270 will be men. Most of the work will be unskilled, although a proportion of cabinet makers and other craftsmen will be required.

Distributive industry survey into job descriptions

A SURVEY AIMED at compiling job descriptions for every class of worker employed in the distributive industry has been sponsored by the Distributive Industry Training Board and the Retail Trades Educational Council. In charge of the project is Mr. Kenneth Ambrose, who said it was hoped to identify and classify anything up to 2,000 different jobs, each requiring its own special skills and knowledge.

More than 100 trade associations concerned with distributive trades are to be asked to help, but in the meantime Mr. Ambrose and his staff are appealing for copies of any job descriptions which may have been drawn up by training officers or others within the industry. The address of the Research Unit is 56 Russell Square, London, W.C.1 (Tel. 01-637 0421).

Anglo-Soviet machine tool collaboration

A FIVE-MAN Russian delegation, led by Mr. A. E. Prokopovich, deputy Minister of the Soviet machine tool and instrument making industry, arrived in London on November 25, for talks with a British working party, headed by Mr. W. L. Sims, president of the Machine Tool Trades Association. The object of the talks was to further technological collaboration and trade between the two countries.

Going metric in the engineering industry

A POSTER AND LEAFLET 'Using a Metric Micrometer' are now available free of charge from the Metrication Board. The leaflet is intended to introduce the metric micrometer to the shop-floor staff in industry. The A2 size poster, which incorporates a picture of the metric micrometer, is intended for use in factories and workshops to promote interest in the leaflet.

Copies of the poster and leaflets are obtainable from The Information Office, Dept. 3, Metrication Board, 22 Kingsway, London, W.C.2.

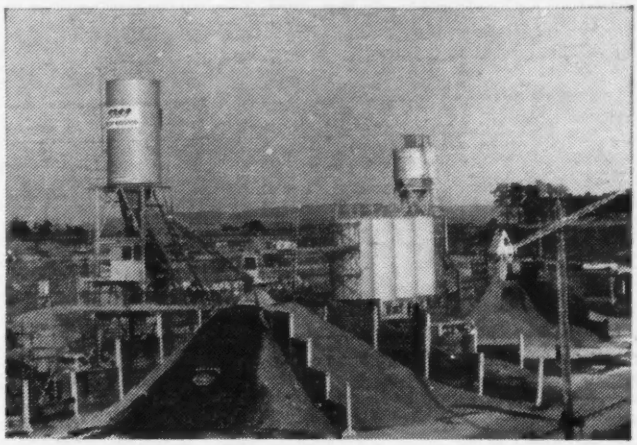
Planning for metrication

THE ADVISORY COMMITTEE on Legal Units of Measurement held its first meeting recently at the Ministry of Technology under the chairmanship of Mr. A. H. A. Wynn, head of the Ministry's Standards Division. The committee will advise the Minister of Technology on the choice of metric units to be adopted in this country for all purposes, including those required for purposes of legislation.

At its first meeting the committee considered the tasks before it, the procedures of consultation and inquiry by which they could best be achieved and the priorities which should be applied.

The committee will be concerned to ensure that the units of measurement adopted in this country are so far as possible the same as those to be used in the great majority of other countries in the world. The substantial measure of international agreement on metric units will simplify the committee's task since the Government have accepted, in principle, the International System of Units as a basis for the changeover to the metric system. In areas, however, where there are genuine difficulties the committee will operate wide consultation procedures, both nationally and internationally, on a planned basis and make its recommendations only in the light of the widest possible consensus of views.

Communications may be addressed to the Committee's Secretary, Standard Division, Ministry of Technology, Abell House, John Islip Street, London, S.W.1.



Taywood Wrightson are now well ahead of schedule on the construction of an aluminium smelting plant on a 100-acre site at Invergordon. The contract, worth £37 million is for British Aluminium Co. Ltd. Taywood Wrightson is a company specially formed for the project, by Taylor Woodrow Construction Ltd., and Head Wrightson Ltd.

The Patents (Amendment No. 2) Rules 1969

UNDER THE PATENTS (Amendment No. 2) Rules 1969 which were published on December 8, 1969, the fees payable on filing a complete specification and on requesting a sealing of a patent, and certain renewal fees are increased as from December 9, 1969. Renewal fees paid before February 1, 1970 in respect of periods commencing before that date are not increased. Under the Patents (Fees Amendment) Order, 1961 maxima were prescribed for various patent fees and the effect of the new Order is to raise to these maxima all such fees as remain below them.

Copies of the new Rules (SI 1969/1706) may be obtained from the Patent Office, Orpington, Kent, BR5 3RD, from the Sale Branch Counter, Patent Office, 25 Southampton Buildings, London, W.C.2, and from HMSO at the usual addresses, price 9d. (by post 1s. 1d.).

NATIONAL REFERENCE LIBRARY OF SCIENCE AND INVENTION (Holborn Division)

'Knowledge is of two kinds. We know a subject ourselves, or we know where we can find information upon it.' - Dr. Samuel Johnson, April 18, 1775.

Dr. Johnson did not, of course, know the National Reference Library of Science and Invention (Holborn Division), which was set up in 1855 under the name of the Patent Office Library, but he was clearly in sympathy with its function. 138,000 people in 1966 came to find scientific and technical information available on the Library's shelves. Ten miles of literature, including 9,000 current periodicals, are freely open to the public without formality. Photocopies at 9d. a page can be provided quickly by post and immediately to personal callers. Do your staff make enough use of these facilities? The Library is at Southampton Buildings, Chancery 10 a.m. to 1 p.m. Saturdays.

Patents endorsed 'Licences of Right'

UNDER SECTION 35 of the Patents Act, 1949, the following Patents were endorsed 'Licences of Right' on the date specified:

Number	Grantee	Subject-Matter
	November 14, 1969	
995,909	Ishikawajima-Harima Jukogyo Kabushiki Kaisha	Process for the production of high ductility steel.
997,292	Ishikawajima-Harima Jukogyo Kabushiki Kaisha	Manganese-molybdenum ductile steel.
997,590	Nils, Robert Alenius	Method and apparatus for the pressing of material produced continuously, for instance different kinds of fibre board.
1,019,849	Standard Telephones & Cables Ltd.	Method of manufacturing semiconductor devices.
1,020,953	Standard Telephones & Cables Ltd.	Telecommunication system.
1,024,216	Standard Telephones & Cables Ltd.	Circuit modules including semiconductor devices.
1,031,110	Ishikawajima-Harima Jukogyo Kabushiki Kaisha	Gas holder.
1,038,489	Standard Telephones & Cables Ltd.	Transistor circuits.
1,041,269	Ishikawajima-Harima Jukogyo Kabushiki Kaisha	Method for adding additives to molten steel while tapping.
1,041,380	Standard Telephones & Cables Ltd.	Insulated electrical conductors.
1,052,386	Standard Telephones & Cables Ltd.	An electron discharge for converting ultrasonic waves into electro-magnetic waves.
	November 21, 1969	
753,357	Standard Telephones & Cables Ltd.	Electric code translators.
776,516	Standard Telephones & Cables Ltd.	Static electric code translating apparatus.
946,869	International Telephone & Telegraph Corporation	Range-limited radar system.
975,246	Standard Telephones & Cables Ltd.	Method and apparatus for mounting electronic components.
976,777	Standard Telephones & Cables Ltd.	Electron discharge tubes.
982,129	Standard Telephones & Cables Ltd.	Transistor circuits.
983,158	Standard Telephones & Cables Ltd.	Electron discharge tubes.
991,534	Younger Manufacturing Company	Corrective lens system and spectacles made therefrom.
1,017,314	Standard Telephones & Cables Ltd.	Adders.
1,017,768	Standard Telephones & Cables Ltd.	Improvements in telephone switching systems.
1,090,627	Compagnie des Transmissions Mecaniques Seine-Doubs-Isere	Chain link and chain including said link.
1,151,380	Sergin Kanner	Floatable reservoir for lighter-than-water liquids.

Any person who claims that the patentee at the time of endorsement of any of the above Patents was precluded by a contract in which claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

E. ARMITAGE,
Comptroller

The Patents office.

THE PATENT OFFICE

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Report on Science Abroad

The United Scientific Mission have prepared the following reports. Copies of the reports, which are available for distribution in the United Kingdom only, are available free from the Department of Education and Science, International Scientific Relations Division, Africa House, Kingsway, London WC2. (Tel. 01-405 3422).

Seismological Research in Nevada, by H. K. Bourne. 5 pages. *UKSM Report No.* 69/66. In conjunction with the AEC, the University of Nevada is investigating the effect of underground nuclear testing on earthquakes. They have shown that underground tests cause small scale seismic activity in the local region, which can persist for some hours after the event. The more recent large scale tests have caused seismic effects at greater distances and this is giving rise to a certain amount of alarm among the public.

Earthquake Mechanisms Laboratory – San Francisco, by H. K. Bourne. 6 pages. *UKSM Report No.* 69/67. The ESSA Earthquake Mechanisms Laboratory is active in monitoring seismic activity in the San Andreas Fault. It is also carrying out research on the mechanism of earthquakes to obtain data which may be used to predict seismic activity. Investigations of the effect of earthquakes on buildings are also being made.

Biomedical Engineering at the National Institute of Health, by M. D. Ashton. 2 pages. *UKSM Report No.* 69/72. New developments in biomedical engineering at NIH which were reviewed at a recent colloquium include a rapid brain-tumour scanning system, an implantable left-ventricle bypass assist pump, a clinical laser system, the mathematical modelling of drug distribution and dispersion within the body, and a mouse-milking machine.

Desert Research Institute – Laboratory of Atmospheric Physics, by H. K. Bourne. 7 pages. *UKSM Report No.* 69/73. The Laboratory of Atmospheric Physics of the Desert Research Institute in Reno, Nevada, is active in cloud physics research. The stable meteorological conditions in Nevada are paricularly suitable for certain types of research in this field. Some work on cloud seeding is also in progress.

The 25th Annual Meeting of the Agricultural Research Institute: Some Frontiers of Agricultural Technology, by M. D. Ashton. 4 pages. *UKSM Report No.* 69/74. Some of the latest developments in agricultural technology were discussed at the 25th Annual Meeting of the Agricultural Research Institute. These included the use of remote sensing techniques in agricultural management, the growing of crops in the desert within a closed environment, and the mechanized harvesting of fruits and vegetables.

Fisheries Research at St. Andrews, New Brunswick, by M. D. Ashton. 4 pages. *UKSM Report No.* 69/59. The Fisheries Research Board of Canada's Biological Station at St. Andrews, New Brunswick, was established over 60 years ago. It has a current staff of approximately 80 scientists and technicians in addition to supporting staff, and also crews for the four vessels which operate regularly from the station. Besides the usual range of laboratories, the station has a computer facility and is also well equipped with storage tanks plus temperature and water control equipment for breeding and rearing fish under experimentally controlled conditions. During a recent visit, the Director, Dr. J. M. Anderson, explained and discussed the current programme and activities of the station with the writer.

8th International Conference on Medical and Biological Engineering. Part III – Automation in Diagnostics, Clinical Laboratories and Patient Monitoring, by H. K. Bourne. 8 pages. *UKSM Report No.* 69/63. Two areas of the medical service in which automation can be applied usefully are in clinical analysis and patient monitoring. In the former, automation can accomplish routine tasks, can cope with the large numbers of tests to be performed and relieve the shortage of staff. In the latter, it can provide better care for patients and enable the talents of the medical staff to be used more efficiently.

Application of Orbiting Satelites for Water Resources Research and Management, by H. K. Bourne. 4 pages. *UKSM Report No.* 69/64. Orbital photography may be used effectively for some problems in research and management of water resources. It is complementary and not competitive with conventional aerial photography. Other information on the subject is contained in *UKSM Report No.* 69/29.

Wide Angle Photography and Projection in an Atmospherium-Planatorium, by H. K. Bourne. 3 pages. *UKSM Report No.* 69/65. The atmospherium at the University of Nevada is the first installation of its kind. In addition to the function of a planatorium, the atmospherium displays the phenomena in a daylight sky. The design has been made possible through the development of wide angle projection lenses. The atmospherium has many applications in research and education.

Parliamentary Answers

Below is a selection of Parliamentary Answers of interest to trade and industry.

WEDNESDAY, NOVEMBER 26

Consumer problems

The debate on consumer problems was reported in the House of Lords *Hansard*, cols. 1256 to 1345.

Agency charges on small business transfers

Lord Brown, Minister of State, Board of Trade was asked what consideration had been given to the allegation that certain business agencies have been making excessive charges for the transfer of small businesses whether engaged on production or distribution. Lord Brown replied that a few reports alleging excessive charges by agents for the transfer of small businesses had been seen. The most recent was about six months ago. He continued: 'If my noble friend has evidence that this practice is widespread he may like to send it to me, but I should explain that we have no powers at present to take any action.'

MONDAY, DECEMBER 1

Northern Economic Planning Region

The debate on the Northern Economic Planning Region is reported in *Hansard*, cols. 915 to 979.

Dollar value of exports

Mrs. Gwyneth Dunwoody, Parliamentary Secretary, Board of Trade, was asked what was the percentage increase in the dollar value of exports for the first 10 months of 1969 compared with the first 10 months of 1964; and how these figures compared with the uncorrected percentage increases in the sterling value and volume of exports over the same periods of 1969. Mrs. Dunwoody said: 'Comparing the first 10 months of each year, the increase in the dollar value of exports between 1964 and 1969 was 35 per cent, and between 1959 and 1964 33 per cent. The increases over the same periods in terms of sterling values were 58 per cent and 33 per cent and, in terms of volume, 34 per cent and 20 per cent respectively.

TUESDAY, DECEMBER 2

Statistical surveys

A Member inquired how many surveys of a statistical nature were at present being made; or had been commissioned, by the Board of Trade; what subjects were being covered; when the surveys began; and when a report was expected. Mrs. Dunwoody answered that Board of Trade surveys presently in hand were of a regular or recurrent nature. They included two field surveys, for which the particulars were as follows:

Subject	Starting date	Expected reporting date
International Passenger Survey	1962	August 1970
Expenditure on accomodation away from home	January 1970	(for 1969 data) End 1970

Investment grants

A Member who asked what was the present delay in paying investment grants; how much had so far been paid since their introduction, and what was the outstanding liability, to the nearest convenient date, was told by Mr. Eric Varley, Minister of State, Ministry of Technology, that the average interval between expenditure incurred by the applicant and payment of grant was 12 months. £1,198 million had been paid to November 14, 1969. On the basis of the rate at which claims were currently being received, it was estimated that a further £160-£170 million would be paid by March 31, 1970.

WEDNESDAY, DECEMBER 3

Exports of steel

Mrs. Dunwoody was asked to state the quantities of exports of steel from Great Britain, generally, and to Sweden, respectively, during August, September and October, specifying in each case the quantities of each type of steel exported; and the quantities of steel imported, generally, and from Sweden, respectively, during the same three months and giving the same specific quantities. She replied that exports of steel in total were 948,000 tons, of which 50,000 tons went to Sweden. Imports were 530,000 tons, of which 34,000 tons came from Sweden. To provide the figures in the detail requested would involve an undue expenditure of time and money.

Responsibility for Monopolies Commission

The Order transferring responsibility for the Monopolies Commission and the Restrictive Trade Practices Court from the Board of Trade to the Department of Employment and Productivity was debated on December 3. (*Hansard* cols. 1635-1662)

THURSDAY, DECEMBER 4

United Kingdom trade

Several questions were asked about the United Kingdom trade figures. Replying to a Member who asked if he had yet published the information describing the latest procedures of seasonal adjustment of the trade figures promised in November 1968, Mr. Roy Mason, President of the Board of Trade said: 'Not yet but it is still the intention to do this when circumstances permit. Meanwhile the hon. Member is referred to articles published in the *Board of Trade Journal* of November 6, 1959 and the OECD book "Seasonal Adjustment on Electronic Computers" which give a good deal of information about the procedures now in use.'

Various suggestions were made to the President that the Board of Trade should publish monthly figures for the first 10 months of 1969 showning any adjustments made to the trade accounts, other than coverage and valuation adjustments, to arrive at the visible trade balance; the valuation adjustments made to imports, the coverage adjustments made to imports, the coverage adjustments made to exports and re-exports, both separately and together, and the payments on visible account for imports of United States military aircraft. Mr. Mason said: 'Yes, Sir. I will consider these suggestions and we will write to the hon. Member.'

Asked if he would publish monthly figures for the first 10 months of 1969 showing the exports of components for United States military aircraft to be re-imported, the President said: 'I would refer the hon. Member to the reply given on November 6, 1969 to the hon. Member for Blackpool South, in relation to the first nine months of 1969. The figure for October was £1 million. The monthly figures relate to components purchased by the United Kingdom government and supplied to the United States for incorporation in the aircraft, without involving any payment from overseas. In addition there were about £6 million of sales of components by United Kingdom suppliers to the United States manufacturers during the first 10 months of 1969.'

Quarterly figures for exports of components for United States military aircraft to be re-imported for each of the years 1967, 1968 and 1969, and their expressions as monthly averages were circulated in *Hansard*.

Fordham Performance Bonds

A Member asked on what date the terms of the recent newspaper advertisement by Fordham Performance Bonds were agreed with the Board of Trade. The President replied: 'It is sometimes the case that insurance companies intending to issue life policies have informal and confidential discussions with my Department and the Government Actuary's Department.

'Such consultation took place before the publication of an advertisement about Fordham Performance Bonds on November 17 and suggestions were made to the Fordham Life and General Assurance Company which were reflected in the final text. But the company did not indicate either that any reference to consultations with the Board of Trade would be included in the advertisement or that any suggestion would be made that the advertisement had in any sense been approved by the Board.

'Since the publication of the advertisement the company have written to the Board apologising for the inclusion within the advertisement of references to full consultation with the Board and to the Board's agreement.'

Films Act

Mrs. Dunwoody was asked to state the names of the distributors at present licensed under the Films Act 1960; to give details of new entrants to the business in each of the last five years; and particulars of licences terminating for any reason during the same periods. She said it was not customary to publish the names of persons holding renters' licences under the Films Act 1960; the number of licences currently in force was 103.

The following are the total figures of new licences issued, and of licences the holders of which did not apply for renewal, during the last five years:

Year	New Licences Issued	Licences not renewed
1965	8	5
1966	3	11
1967	9	7
1968	8	7
1969	12	6

In reply to a further question on the considerations taken into account when issuing a licence for the business of distributing films under the Films Act 1960, Mrs. Dunwoody said the Board of Trade were required by Section 25 of the Films Act 1960 to grant a renter's licence to any person with a place of business in Great Britain who applied in the manner prescribed by the Film (Renters Licences) Regulations 1967 (SI 1961/1827) and who paid the prescribed fee of £15 15s.

(*Continued on next page*)

PARLIAMENTARY ANSWERS, *continued*

National Film Finance Corporation

A Member asked what advances were made in total by the National Film Finance Corporation in its five financial years to March 1969; and what was the percentage thereof loaned to Rank, Associated British Picture Corporation and British Lion respectively. Mrs. Dunwoody said loans totalling £3,520,914 were made to film makers by the National Film Finance Corporation during the five years ended March 31, 1969. 'I cannot give details of the amounts lent to individual companies,' she said, 'but the hon. Member will find in the Annual Reports of the Corporation, which are published and laid before Parliament, lists of the titles of films assisted by the Corporation, with in each case the names of the production company and of the United Kingdom distributor.'

Newspaper prices

Stating that newspaper prices continued to increase, a Member asked whether the 300 per cent increase in prices over the past few years had been sanctioned by the Board of Trade and whether these price increases would be referred to the National Board for Prices and Incomes. Mrs. Dunwoody said: 'I am aware that newspaper prices have been rising, but not as steeply as my hon. Friend suggests. The costs and revenue of national newspapers are currently being examined by the National Board for Prices and Incomes.'

Parliamentary answers on aviation and shipping

Below are a number of Parliamentary Answers relating to the aviation and shipping industries.

FRIDAY, NOVEMBER 28

Beagle aircraft

Had the eight specific mandatory modifications to Beagle 121 Series 1, 2 and 3 aircraft been completed to the satisfaction of the Inspectorate of the Air Registration Board? inquired a Member. Mr. Goronwy Roberts, Minister of State, Board of Trade, replied: 'I am informed that the Air Registration Board do not normally check that all mandatory modifications are incorporated until the aircraft are inspected by their surveyors prior to renewal of their Certificates of Airworthiness, but they have no reason to believe that owners have not complied with the mandatory instructions issued.'

Turnhouse Airport

Mr. Roberts answered several questions on the future of Turnhouse Airport. Asked what approaches he proposed to make to Edinburgh Corporation on the subject of the Airport and its financing, he said he was always ready to discuss the financing of developments at Turnhouse Airport with Edinburgh Corporation but since in March the Corporation informed the Department that there could be no possibility of a financial contribution towards the construction of a new runway he had no plans for a fresh approach. While the Board of Trade would be happy to consider suggestions by local authorities for the financing of the airport he said, in reply to a similar question on approaches to Fife, Lanarkshire, Midlothian, Stirlingshire and West Lothian local authorities, it was not proposed to approach them at this stage.

The proposed new terminal complex at Turnhouse, said Mr. Roberts answering a further question, included a new terminal building, incorporating passenger and baggage handling areas, catering facilities and office accommodation, together with car parks, aprons and a mechanical transport depot.

Answering more questions, Mr. Roberts said the initial cost of equipping Turnhouse Airport with surveillance radar was expected to be £140,000. Additional operating costs, including depreciation and interest on capital, directly attributable to the radar were estimated at £50,000 per annum. Estimates of future traffic were subject to considerable uncertainty but it was expected that the number of terminal passengers would be about 900,000 in 1972 rising to about 1,100,000 in 1975 compared with 616,000 in 1968.

Marine Industries unit

Answering a request for an announcement about the establishment of a marine industries unit at Newcastle University, Mr. Eric Varley, Minister of State, Ministry of Technology, said: 'Yes. We are to assist Newcastle University with the establishment of an industrial unit in the Marine Industries field. The Unit will be backed by a Ministry of Technology grant of up to £85,000 over the first two years.'

MONDAY, DECEMBER 1

Noise restrictions

Asked what noise restrictions were imposed on civil aircraft flying over Greater London, Mr. Roberts said the requirements for limiting noise of aircraft using Heathrow were set out in the United Kingdom Air Pilot. 'I have placed a copy of the relevant extract in the Library,' said Mr. Roberts. 'Aircraft not using Heathrow may fly over parts of reater London in transit at very high levels without noise restrictions.'

TUESDAY, DECEMBER 2

Beagle Aircraft Company

Mr. Anthony Wedgwood Benn, Minister of Technology, made a statement on the Government's decision not to invest further public funds in the Beagle Aircraft Company. (*Hansard*, cols. 1304 to 1309).

Merchant Shipping Bill

Mr. Roy Mason, President of the Board of Trade, moved the second reading of the Merchant Shipping Bill (*Hansard*, cols. 1310 to 1418).

Decca navigation system

Mr. Roberts was asked why aircraft fitted with the Decca navigation system were not permitted by Board of Trade regulations to make use of this at major United Kingdom airports which were suitably equipped. He answered that the regulations did not prohibit the use of the Decca area navigation system at airports. Where it was proposed to use Decca for the purpose of let-down and runway approach, the procedures for public transport aircraft required approval from the Board of Trade, as did corresponding procedures based on other types of navigational aid. This was part of the general safety system.

VOR/DME navigation systems

'The VOR/DME system is basically for use by pilots in navigating their aircraft,' said Mr. Roberts, asked what proposals he had for supplementing VOR/DME navigational systems with secondary radar at United Kingdom airports. 'Secondary radar facilities are provided to assist Air Traffic Control to maintain separation between aircraft. The programme for secondary radar is planned to improve the coverage and quality of information for Air Traffic Control on an area basis and will not be confined only to particular airports.'

Autoland systems

A Member asked Mr. Roberts what proposals he had for the encouragement of the use of autoland systems by aircraft using British airports, and what proposals he had for the category upgrading of United Kingdom airports; Mr. Roberts said: 'In addition to Category II instrument landing system (ILS) equipment already installed at Heathrow (10R and 28L), Gatwick (09), Liverpool (28), Manchester (24), Birmingham (33) and Prestwick (13) further such installations are being made at Heathrow (28R and 10L), Gatwick (27), Manchester (06) and Glasgow (06 and 24). Consideration is also being given to the needs of Belfast and Edinburgh. The complementary lighting requirements are the responsibility of airport authorities and have so far been completed at Heathrow (10R) and Liverpool (28).

'Preliminary planning for the upgrading of some of these installations to Category III is in hand. However completion of the extensive research and development work centred on Royal Aircraft Establishment, in particular the Blind Landing Experimental Unit, and international standardization are required before plans can be finalized and implementation action taken.'

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms are published each week in the Board of Trade Journal *under the heading 'Information for Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Services Branch of the Board of Trade.*

Arrivals of United States military aircraft

The following information was given by Mrs. Gwyneth Dunwoody, Parliamentary Secretary, Board of Trade, in reply to a Member who asked for a table showing each month the variation of that month's arrivals of United States military aircraft from the monthly average of that calendar year for each of the years 1967, 1968 and 1969 to the last available month.

£ million

	1967	1968	1969 (†)
January	-3	-8	0
February	-3	-3	5
March	-1	-6	- 7
April	3	-7	- 1
May	2	1	14
June	-1	-5	1
July	0	-5	4
August	0	7	0
September	0	-1	-10
October	1	-5	- 5
November	0	29	
December	2	4	

(†) January-October only.

Area navigation systems

Mr. Roberts was asked what consultations he had had with the American Federal Aviation Agency, following their recent change of policy regarding area navigation systems about making fresh proposals to the International Civil Aviation Organization, and if he would make proposals to the International Civil Aviation Organization for the wider introduction of area navigation systems in major air conjestion centres. Mr. Roberts replied that the United Kingdom had for long been known at the International Civil Aviation Organization as an advocate of accurate area navigation capability in order to secure better air space utilization. The timing of any further approach would depend on development work and operational trials now proceeding or about to proceed in Europe and the United States, on which there was periodical contact with the Federal Aviation Administration.

Aircraft movements at Heathrow

Mr. Roberts was asked what was the maximum number of daily aircraft movements achieved by London Heathrow Airport; and how this compared with major United States airports. He said: 'At Heathrow, 927. On information available to me, maximum daily rates were 2,486 at O'Hare Airport, Chicago, 2,049 at Los Angeles International and 1,463 at J. F. Kennedy Airport, New York; these figures relate to dates in 1968 and may subsequently have been exceeded.'

A further question was on the duties to be conferred on the proposed Civil Aviation Authority about the introduction and use of area navigation systems. Mr. Roberts said the duty of the authority would be to provide the best control system available in all the circumstances of the time.

Other questions were asked on representations received from the British Airline Pilots Association, the International Federation of Airline Pilots Associations and the Guild of Air Traffic Controllers about the introduction and use of area navigation systems; and what reply had been sent, and about representations against the introduction and use of the systems received from light aircraft interests; and what reply had been sent. Mr. Roberts said: 'The Board is in regular consultation with bodies representing British civil aviation interests including the British Air Line Pilots Association and the Guild of Traffic Control Officers, and is party to discussions with the International Federation of Air Line Pilots Associations at conferences such as those of the International Civil Aviation Organization. In general the views expressed favour the exploitation of an accurate area navigation facility to improve airspace utilization, as the United Kingdom has itself advocated for some years. No opposition has been received so far from light aircraft interests. The Board has explained the present situation as regards trials of possible systems and some of the considerations that will have to be taken into account in any proposals for future standardization of an area navigation system as an international aid by ICAO.'

Airborne collision avoidance systems

Replying to an inquiry on proposals for requiring British airlines to fit airborne collision avoidance systems to their fleets, Mr. Roberts said: 'None. A system generally suitable for airline operational use has not yet been developed.'

Air-miss incidents

Mr. Roberts was asked what proposals he had following recent air-miss incidents, for dealing with congestion at major United Kingdom airports, other than by the stacking principle. He answered that it was normal practice at major airports to avoid the necessity of stacking by using radar to direct incoming aircraft on to the runway approach axis for as long as the traffic flow permitted this to be done without prejudice to safety. Developments included the provision of better radar information to Controllers and the application of speed control to aircraft to maintain separation. In hand was a study of the possible aplication of computers to improve aircraft sequencing on approach.

Stacks would continue to be needed during intervals when the rate of traffic exceeded the capacity of the airport, as in marginal weather of when a runway had had to be withdrawn from service.

Air traffic centre at West Drayton

Asked when the air traffic control computer centre at West Drayton would be in full service: and what extensions or additions he proposed, Mr. Roberts said the new London Air Traffic Control Centre at West Drayton would be implemented in stages up to the mid-1970's. He continued: 'Stage I centralizes control of the airways up to 52° 30'N and is planned to be in operation by the end of 1970. Full computer facilities for Flight Plan Processing are programmed to become operational for this stage in the following year. Successive stages will progressively centralize ATC over more of the airspace and the computer service will be extended to keep pace with them.'

Communications satellites

Answering a question on studies made of communications satellites to assist air traffic navigation, Mr. Roberts said that for several years the United Kingdom had been studying the possibilities of using satellites for aircraft communications, navigation and surveillance, giving attention both to technical and cost-benefit aspects. These national studies led to consultation with the United States, Canada and France, and ultimately to the setting up in 1968 of a panel of experts by the International Civil Aviation Organization. This country played a leading part in the work of the panel, and was also participating in a comprehensive study of aeronautical satellite applications by the European Space Research Organization.

WEDNESDAY, DECEMBER 3

Testing of Concorde

Answering a Member who wanted to know if the Government proposed to meet in full all agreed claims for compensation arising from damage to property or persons caused by the testing of Concorde over land, Mr. Neyl Carmichael, Joint Parliamentary Secretary, Ministry of Technology, said that appropriate compensation would be paid for all accepted claims of damage to property or persons arising out of any testing of Concorde over land.

Aircraft disturbance

'We are seeking to improve the arrangements for diverting Gatwick aircraft to the west of Horsham,' Mr. Roberts told a Member who asked what proposals he had to divert aircraft from overflying Horsham, 'but there are some difficult air traffic control problems to be overcome in a busy airway. The other traffic in this airway does not cause significant disturbance in Horsham as it is over 4,000 ft., most of it much higher, and is spread over the 10 mile width of the airway.'

Fishery support ship

Answering a request for a statement on his talks with the trawling industry on the purchase by his department of a permanent mother ship to replace the 'Orsino', Mr. Roy Mason, President of the Board of Trade, said: 'My Department are discussing with the trawling industry the relative merits of providing a fishery support ship by continuing to charter a trawler, by buying an existing vessel or by ordering a purpose built ship. These discussions are still at any early stage.'

Container terminal at Tilbury

Mr. Roberts was asked for his estimate of the loss to the balance of payments of the London dockers ban, for a year, on the use by British ships of the recently completed container terminal at Tilbury. He answered that the full effect on the balance of payments could not be computed. He understood that the additional overseas costs arising from trans-shipment at Continental ports were now running at about £12 million a year.

Through developing a new technique for the production of high quality stainless steel tube with welded stainless steel fins, TI has been awarded a contract to produce 160 finned U-tube elements for the Dutch sodium-cooled test loop at Hengelo. Shown here are two of the U-bend elements in the Manipulation Department of TI Stainless Tubes Ltd. at Walsall, Staffs.

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Second auction of HMS 'Association' treasure

MORE GOLD and silver coins and other objects recovered from the site of the wreck of HMS 'Association' off the Scilly Isles are being delivered to Messrs. Sotheby who will auction them in London on January 28. This is the second auction of treasure salvaged from the wreck. The first was on July 14.

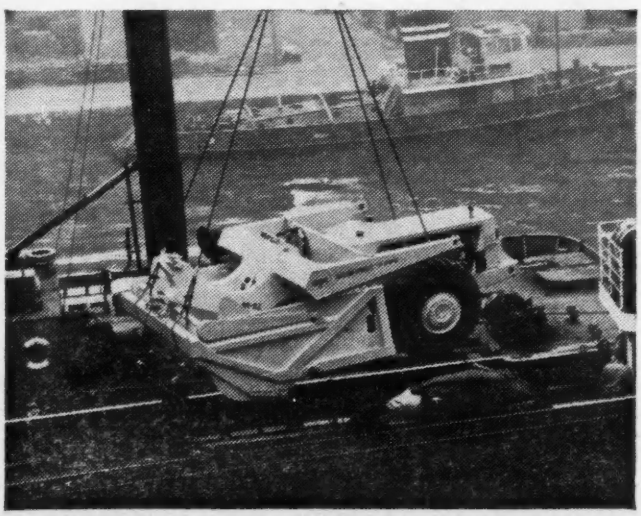
These items have been in the hands of the Receiver of Wreck, Scilly Isles, who had by law to retain them for one year to allow anyone to establish a claim to ownership. As no satisfactory claim has been lodged, the articles become the property of the Crown and must be sold. HMS 'Association' was the flagship of Admiral Sir Cloudesley Shovell. It was sunk, with three other ships of the Admiral's fleet, on the Gilstone reef in 1707.

Inquiries about the sale should be addressed to Sotheby's Coin and Medal Department.

Lydd aircraft navigational beacon

THE BOARD OF TRADE announce that the aviation radio navigational beacon at Lydd has had to be moved four miles north to a new site near Ivychurch because nearby gravel mining operations were interfering with the accuracy of the signals from the equipment. The beacon, known as Lydd VOR, will come into operation at the new site on December 11, 1969.

The Lydd beacon mainly provides guidance to the high level stream of inbound traffic from the Continent to Gatwick, Heathrow and airports farther north. None of this traffic is below 5,000 ft. and most of it is substantially higher. No significant change from this traffic will be noticeable on the ground with the beacon at its new site.



The first shipment of construction equipment for the £22 million, 300 square-mile Sadova-Corabia irrigation project, Rumania, which is being carried out by the Taylor Woodrow Irrigation Group, being loaded at Manchester docks en route for the Danube. The cargo, carried in the mv 'Galati', of the Rumanian Navrom fleet, consisted largely of earth moving equipment, and assembled from all corners of the country, is valued at about £150,000.

The first of an £80 million order for 26 HS Trident 3B aircraft for BEA, was rolled out of the main assembly area at Hawker Siddeley Aviation's Hatfield factory last month. Powered by three Rolls-Royce Spey turbofans, and with the addition of an RB 162 booster engine, the 3B is the latest high-capacity version of the Trident family which can carry up to 170 tourist class passengers.

Appeal against Far East inclusive tour service dismissed

THE BOARD OF TRADE has dismissed an appeal by British Overseas Airways Corporation against the grant of a licence by the Air Transport Licensing Board to British United Airways (Services) Ltd., authorizing inclusive tour charter services on the route London and/or Zurich/Colombo/Bangkok for the purpose of providing holidays at centres in the Far East. The associated tour organizer is Kuoni, Challis & Benson Ltd.

The decision by the Board of Trade is in accordance with the recommendations of Sir Ralph Hone, the Commissioner appointed to hear the appeal.

Copies of the Commissioner's Report to the Board of Trade and of the Board's Order are available on request from the Board of Trade, CA1(2)A, Room 282, Shell Mex House, Strand, London, W.C.2.

Investigation into accident to BOAC VC 10 over Reading

THE CHIEF INSPECTOR of Accidents of the Board of Trade, who has initiated an Inspector's investigation into the failure of two engines of BOAC's VC 10 G- ASGK whilst in flight over the Reading area on November 27, has announced that a considerable number of parts of an engine have been recovered but that there are still some pieces missing.

It is feared that some people, especially children, who may have picked up these pieces, possibly as a souvenir, are unaware how important it is to the investigation to be able to examine such parts in detail in the laboratory.

Anyone who finds, or has found, what might be parts of a jet engine in the Reading area is urged to hand them in to the nearest police station, stating where they were found, or to inform the office of the Chief Inspector of Accidents (Tel. 01-836 1207, Ext. 126). Alternatively parts could be sent direct to the Accident's Investigation Branch, Board of Trade, Shell Mex House, Strand, London, W.C.2.

Yacht passage forms revised

THE BOARD OF TRADE have revised the Yacht Passage Forms which are used by yachtsmen to notify coastguard stations of their intended sailings in order to facilitate search and rescue procedures if they get into difficulties.

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New Books

The International Directory of Computer and Information System Services 1969. Intergovernmental Bureau for Information Technology, Rome, Italy. (337 pages. Europa Publications Ltd. £4 10s.) A trend in recent years in the introduction of information systems has been 'stepwise computerization', whereby procedures are analyzed, organized and computerized one by one, within a long-term plan. In this way an organization acquires computer power step by step, as the need for it arises. To satisfy the demand created by this trend a new pattern in computation and data processing – the external service – has developed; many new enterprises have been formed offering a vast range of information system services, from routine tasks such as computer operations or key punching up to consultation at board level, system analysis, programme preparation for clients, system training, computer time, brokerage, sale or hire of computers, terminals and data communication equipment, and installation assistance. Many data processing and cousulting services are not well known to their potential market and this book sets out to reconcile the needs of supplier and consumer by making the potential computer user aware of the variety of services available. The directory lists the institutions and companies providing computer services in 74 countries, together with such data as the type of computer installations, coding languages used, fields of experience, educational and training facilities, operating conditions and the type of service provided. The information is arranged primarily by country, sub-arranged by type of organization (brokers, consultants, research institutions, service bureaux, universities and colleges); and there are indexes by make and type of computer installation and by names of institutions. It is of interest to note that the entries for the United States occupy 107 pages, and those for Great Britain 43 pages; the countries with the next largest number of entries are Sweden and Canada, occupying 15 and 11 pages respectively.

1970 Overseas Media Guide. (136 pages. Overseas Press and Media Association Ltd., 122 Shaftesbury Avenue, London W1V 8HA. 10s.) This publication is a guide to the world's leading advertising media represented in London, and to the services available to British firms and their advertising agents interested in promoting British products and services overseas.

Less than one-third of the business activities in Leeds consider they need to be located in the city centre, according to a follow-up study of office locations in Leeds published by the Location of Offices Bureau. **Offices in a Regional Centre,** based on a report by M. J. Croft. *LOB Research Paper Number Three October 1969.* (119 pages. Location of Offices Bureau, 27 Chancery Lane, London WC2. 15s.) studies communications, particularly face-to-face contacts, by examining the Leeds office zone infrastructure and the pattern of contacts in relation to office factors other than their functions. The paper assesses the reasons for the present location of offices in Leeds, how essential these locations are and the barriers to moving. It considers that much of the findings could apply to other regional office centres, such as Bristol, Cardiff and Newcastle-upon-Tyne. The study concludes that less than one third of the managers of offices in Leeds felt they needed to be within five minutes' walk of other business activities to achieve efficient working.

The Economic Development Committee for the Motor Manufacturing Industry has recently issued a new edition of its *Data Book* of motor industry statistics, covering the years 1959-1968, **Motor Industry Statistics 1959-68.** (42 pages. Available from HMSO at 10s.; by post 10s. 8d.) The first edition, covering 1958-1967, was well received by the industry and others interested in its welfare. Virtually all the original statistical series have been retained, and much additional material has been incorporated, including an expanded financial section, further international trade comparisons, a summary table of agricultural tractor statistics and a section describing the principal sources of UK motor industry statistics.

Industrial Logistics, by J. E. Sussams. (171 pages. Gower Press. £4.) The word 'logistics' has been used for some time in a military context, and is now being used more and more in industry. Briefly, it is the science of ensuring that the right things and the right people are in the right places at the right times and in the right quantities. The author, who is operational research manager in the International Publishing Corporation, claims that remarkable economies can be achieved in the areas of distribution and plant and office location through the use of specific techniques for planning and control. This manual shows how to work out the most effective solutions in precise and practical terms, using maps and diagrams, and consists of five major parts: site finding methods; variable factors in siting; distribution and vehicle routing; implementation and control; total approach to logistic problems.

Register of Production Engineering Firms. (105 pages. Available from the Council for Small Industries in Rural Areas, 35 Camp Road, Wimbledon Common, London SW19). This publication contains details of over 180 engineering firms, which can offer a wide range of specialized capacity.

The Role of the Government in Research and Development. (92 pages. Available free from Hill Samuel & Co. Ltd., 100 Wood Street, London EC2.) Produced by Maxwell Stamp Associates Ltd., and issued as *Hill Samuel Occasional Paper No. 4,* this report is an attempt to evaluate critically Britain's R & D effort and, particularly, the government's part in stimulating and controlling it against the background of our limited resources. It concentrates more on the economic issues, rather than the organizational ones, and tries to assess whether the government is spending its money in the right way, and whether it is spending the right amount. The main conclusions are that we are probably spending too much on basic research compared with applied research, too much on research in total compared with development, and too little on putting the results of research into practice. A number of recommendations are made for correcting this situation.

Industrial Safety Handbook, edited by William Handley. (475 pages. McGraw-Hill. £6) Industrial safety is a matter of world-wide concern. In Britain alone nearly 300,000 workers were involved in industrial accidents in one year; 701 of them died. The 43 experts who have contributed to this book provide many of the answers to the problem of reducing these figures. The emphasis throughout is on training; this means training everyone, from the managing director to the youngest operative to identify industrial hazards, to be aware of them throughout the working day and to observe every necessary precaution. This handbook identifies and describes the main causes of accidents in all industries and deals with the correct design of equipment, machinery, workshops and offices to provide the safest possible working conditions. Other chapters cover the provision of medical facilities, and the immediate and subsequent treatment of injuries.

Management and Training of Technical Salesmen, by A. A. Jeffries and T. S. Duxfield. (178 pages. Gower Press. £3.) Successful technical selling depends on specialized skills – not only professional salesmanship and product knowledge, but also management planning, encouragement and control. Designed primarily for the manager with sales responsibility, this book deals extensively with the problems of organizing and training a sales force; but the chapters on the sales call will also prove useful to the technical representative.

Criminal Costs and Legal Aid, by Graham J. Graham-Green, A. J. Townsend, 2nd edition. (309 pages. Butterworths. £4 10s.) The main purpose of this second edition has been to incorporate the mass of legislation in the form of statute and rule, that has affected criminal costs and legal aid since January 1, 1965.

The affluent worker has frequently been the subject of sociological investigation and research. The Department of Applied Economics of the University of Cambridge has sponsored research on this subject. **The Affluent Worker in the Class Structure,** by John H. Goldthorpe, David Lockwood, Frank Bechhofer, Jennifer Platt. (239 pages, Cambridge University Press. £2 5s.) This book is the last in a series published by the Cambridge University Press on the affluent worker. The two previous publications written by the same authors were: *The Affluent Worker: Industrial Attitudes and Behavour,* and *The Affluent Worker: Political Attitudes and Behaviour. The Affluent Worker in the Class Structure* contains the findings and conclusions on the extent of working class embourgeoisement, or the gradual incorporation of the working class into the middle class. The authors analysed the thesis of embourgeiosement by reference to an investigation carried out in Luton. They examined the thesis of embourgeoisement in the context of the world of work, the patterns of sociability and aspirations and social perspectives. The authors' conclusion was that the thesis of embourgeoisement has been greatly overrated and that the existence of a 'middle class standard of living' did not lead automatically to 'middle class aspirations or outlook'.

Other Publications

BRITISH STANDARDS INSTITUTION: WOMEN'S ADVISORY COMMITTEE: EIGHTEENTH ANNUAL REPORT, OCTOBER 1968-SEPTEMBER 1969. 24 pages. Available free from the British Standard Institution, 2 Park Street, London, W1Y 4AA.

THE 1970 SOUTH AMERICAN HANDBOOK, edited by Andrew Marshall. 46th annual edition. 936 pages. Trade and Travel Publications Ltd., Furness House, 56 Leadenhall Street, London EC3. 25s.

STATISTICAL INFERENCE: THE DISTRIBUTION-FREE APPROACH, by Eugene S. Edgington. 211 pages. McGraw-Hill. £4 2s.

Correction to the New Books Page, November 26, 1969, page 1452. There is a mistake in the title of one of the books reviewed. The book referred to as **Metric, Metric Conversion Tables** is known in fact as **Metrec, Metric Conversion Tables.**

'USING EFTA.' *To inform the EFTA businessman of his opportunities in the markets of the member countries, the EFTA Secretariat in Geneva has produced a 161-page book entitled 'Using EFTA' which describes the conditions of the eight national markets and outlines briefly the procedures for claiming EFTA tariff treatment. Copies, together with other publications about EFTA (including the Secretariat's regular 'EFTA Bulletin'), can be obtained free of charge from the Board of Trade's EFTA Information Centre, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2479/2480).*

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Government surplus sales by auction

MINISTRY OF DEFENCE

1970	Stores	Location	Auctioneers
January 6-8	**Road making equipment, commercial and private vehicles.**	**Ordnance Storage and Disposal Depot, Ruddington, Notts.**	**Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel. 54272.)**

Excavators and angledozers; Caterpillar 'D4' and 'D7' tractors (with winch); hydraulic tippers; dropside trucks; Coles, Neales, AEC and Taylor 'Jumbo' mobile cranes; dumpers; Leyland 'Hippo' trucks (diesel), AEC 'Matador' tractors and vans (with electric generators); workshop vans; water tank trailers; two-wheeled refueller trailers (1,000 gallons); Thames fire tender complete with fire pump, ladders, hoses, etc.; Bedford fire trailers; Scammell trailers and tractors; Land Rover GP's, pick-up's and station wagons; Vanden Plas Princess and Humber 'New Hawk' limousines; Morris Minor 1000's, Mini Minors, commercial, utility and Mini vans, Mini buses and commercial ambulances; Hillman 'Huskys'; Ford Zephyr, Anglia, Popular and Cortina saloons and estates; Commer light bus (10-seater) and utility vans; Austin vans and ambulances; Standard 'Ensign' saloons and estates; Vauxhall Viva and Victor saloons; Aston Martin 3·7 litre saloon; Bedford Utilecons, vans, trucks, tractors and coaches; Thames coaches, vans and ambulances; BSA, Triumph and Matchless motor cycles; Douglas 'Vespa' scooters.

January 13-15	**Technical and miscellaneous stores, vehicles**	**Regional Depot, RAOC, Hereford**	**Russell, Baldwin & Bright (Dept. L), 20 King Street, Hereford. (Tel. 0432-4366.)**

Austin K2 2-ton vans; Thames ET6 5-ton signal, operation and rescue vans; Land Rovers; Thames ambulances; Brockhouse two-wheeled trailers; Austin '152' omnicoach; Morris commercial vans; Austin A40 Countryman cars; motor cycles; machine tools including bending and rolling machines; drilling machines; circular saws; hand-operated swaging machine; flexible shaft descaler; surfacing, planing and thicknessing machines; arc welding plants; food turning lathe; tool and cutter grinders; MT spares; electrical and electronic equipment including transformers; radio receivers; electronic valves; electric cables; electric motors, etc.; mixed ferrous scrap; store racking; radiac equipment; metal containers; wooden boxes.

January 21	**Miscellaneous stores**	**TA & VR Centre, Meadowforth Road, Stirling**	**Dixon & Wallace (Dept. L), Bank Buildings, Graham Square, Glasgow, E.1. (Tel. 041-554-2447.)**

Industrial, electrical, electronic, garage and engineering plant; aircraft spares, equipment and tyres; motor vehicle spares; machine tools; hand tools; canvas sheeting and tentage; webbing; scrap rubber, canvas and rags; kitchen utensils and cutlery; miscellaneous office and household furniture; clothing and textiles; large assortment of miscellaneous general stores.

Catalogues of the above sales obtainable from relevant auctioneers about two weeks prior to and up to dates of sales, price 1s. 0d. (postal order only).

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Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise.

Symbols used in all statistical tables are:—
.. not available
– nil or less than half the final digit shown
p provisional
r revised
* five week period
ø fifty-three week period

	Gross Domestic Product (expenditure estimates)	Index of Industrial Production	Consumers' Income and Expenditure				Fixed Capital Expenditure					Increase in Stocks			
							Total	Selected Components				Total	Selected Components		
			Personal disposable income	Total consumers' expenditure		Retail sales		Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1963 prices		at current prices		at 1963 prices	at 1966 prices	at 1963 prices					at 1963 price			
Base of index £m. in base year	1963 26,826	1963	1963 21,757	1963 20,125	1963 20,125	1966 11,372	1963 4,916	1963 1,055	1963 1,020	1963 944	1963 1,752	Series in £ million			
1964	105	108	107	107	103	..	116	113	119	124	113	642	411	91	50
1965	108	112	115	114	105	..	121	124	118	127	117	400	262	49	45
1966	110	113	122	120	107	100	124	128	113	128	125	241	147	19	6
1967	112	114	126	126	110	101	133	124	121	138	143	169	–39	10	11
1968	115	120	135	134	112	104	138	128	134	146	143	160	–47	75	95
1967															
3rd quarter	112	114	129	127	111	102	134	122	120	142	146	–33	–25	–10	–21
4th quarter	112	116	129	129	112	104	132	120	118	139	147	76	–30	22	2
1968															
1st quarter	115	118	133	134	114	105	137	120	130	146	147	–74	–100	5	49
2nd quarter	113	119	133	131	109	102	135	120	125	149	144	61	24	22	1
3rd quarter	115	120	135	135	112	103	137	128	133	145	139	40	7	10	5
4th quarter	118	122	138	138	113	104	144	144	146	144	141	133	23	38	40
1969															
1st quarter	115	122	141	138	111	102	131	121	128	137	136	117	120	–11	13
2nd quarter	114	123	140	141	112	104	131	134	135	128	129	22	7	–11	– 3
3rd quarter		124 p				103									– 1
1969															
May		123				103									
June		124				104									
July		124 p				102									
August		124 p				105									
September		124 p				103									
October						103									

	Orders		Prices and Costs					Labour			Trade		Balance of Payments current balance
	Engineering industries: orders on hand (end period)	Textiles and clothing industries: orders on hand (end period)	Retail price Index		Wholesale price index: non-food manufacturing industry		Basic hourly wage rates (all industries and services)	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	Imports	Exports	
	at 1963 prices	at 1958 prices	Index†	% Increase on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average		Quarter or quarterly average	at current prices		
Base of index £m. in base year	Dec. 1963	Apr. 1959	16 Jan. 1962		1963	1963	31 Jan. 1956	Series in thousands			1963 4,983	1963 4,211	series in £ million
1964	119	124	107·0	3·3	103·9	101·9	148·6	361	221	24,567	114	105	–381
1965	123	121	112·1	4·8	106·8	104·6	157·9	309	265	24,784	115	112	– 50
1966	118	105	116·5	3·9	110·2	107·3	168·5	325	254	24,834	119	120	64
1967	108	114	119·4	2·5	108·4	108·2	175·3	515	175	24,475	129	119	–283
1968	108	129	125·0	4·7	120·5	112·4	187·3	543	189	24,319	159	147	–265
1967													
3rd quarter	112	105	119·0	1·7	107·1	108·4	177·3	555	163	24,502	125	120	18
4th quarter	108	114	120·4	2·1	114·5	109·2	179·7	538	182	24,395	137	109	–255
1968													
1st quarter	107	117	122·1	3·0	122·9	111·4	184·8	511	184	24,362	156	142	– 91
2nd quarter	104	125	125·0	4·5	119·5	112·5	185·8	550	180	24,313	155	139	–101
3rd quarter	104	129	125·7	5·6	119·3	112·8	187·7	580	182	24,293	161	151	– 7
4th quarter	107	129	127·2	5·6	120·4	113·1	191·0	533	210	24,309	163	155	– 66
1969													
1st quarter	111	134	129·7	6·2	122·3	114·1	194·6	499	206	24,324	162	154	26
2nd quarter	119	131 p	131·8	5·4	124·2	115·1	195·4	527	195		168	162	65
3rd quarter	115 p	131 p	132·0	5·0	126·1 p	116·5 p	197·3	581	192		167	173	141
1969													
May	119	131 p	131·5	5·3	123·9	115·1	195·4	518	196		166	162	
June	119	131 p	132·1	5·3	124·9	115·4	195·7	543	191		173	170	
July	116 p	132 p	132·1	5·3	124·8	116·0	196·6	577	186		170	163	
August	114 p	132 p	131·8	4·9	127·0	116·4	197·1	585	192		165	180	
September	115 p	131 p	132·2	5·1	126·4 p	117·0 p	198·2	580	199		166	176	
October			133·2	5·4	126·6 p	117·1 p	198·4	555	202		169	176	
November								536	206				

†Not seasonally adjusted.

Unit value and volume index numbers for October

BOTH THE IMPORT and export unit value indices rose by about one half per cent in October, increasing the rounded indices by a point. The terms of trade index remained at the level of 100 to which it fell in September.

After rising by 1½ per cent in September the unit value index for imports rose a little further in October to a level of 4 per cent higher than that in January. A good deal of the increase in both September and October was due to a rise in the index for food, drink and tobacco where some increases in the autumn are common. The other main group where the unit value index rose

(*Continued on next page*)

Table 1. United Kingdom import and export unit value index nu mbers (unadjusted)

1961 = 100

	Imports					Exports								Terms of Trade†
	Total	Food, beverages and tobacco	Basic materials	Fuels	Manufactured goods	Total	Non-manufactures	Manufactured goods						
								Total	Chemicals	Textiles	Metals	Machinery and transport eqpt.	Other	
Section or Division		0 and 1	2 and 4	3	5 to 8		0 to 4	5 to 8	5	65	67 to 69	7		
Weights	1,000	327	222	106	337	1,000	125	843	86	65	123	428	141	
1962	99	102	96	98	99	101	99	102	98	100	101	103	102	102
1963	103	111	97	97	101	104	103	104	100	102	102	106	104	101
1964	107	115	103	95	105	106	107	106	101	107	106	107	105	99
1965	107	113	102	90	109	108	104	109	104	109	113	110	108	102
1966	109	114	103	84	114	112	104	114	106	111	119	114	113	103
1967	109	113	99	92	116	114	101	116	106	111	120	118	116	105
1968	121	120	107	107	135	123	106	126	113	115	130	128	128	102
1967 1st quarter	108	115	100	82	116	114	102	116	106	112	119	117	116	105
2nd quarter	107	114	99	81	114	114	101	116	106	113	119	118	116	106
3rd quarter	108	111	97	100	115	115	101	117	107	111	120	119	116	106
4th quarter	113	116	98	104	122	116	101	118	108	111	122	120	117	103
1968 1st quarter	120	120	104	108	134	121	105	123	111	113	129	124	126	101
2nd quarter	121	120	108	108	135	123	107	126	113	115	133	127	128	102
3rd quarter	122	120	109	107	136	125	107	128	115	116	132	132	129	103
4th quarter	123	122	110	106	137	126	108	129	116	117	131	132	130	102
1969 1st quarter	124	123	112	104	138	127	110	130	117	120	134	133	130	103
2nd quarter	125	124	115	102	141	127	111	130	118	122	135	132	130	102
3rd quarter	127	125	116	100	144	128	113	130	118	122	138	132	131	101
1968 January	119	120	102	107	132	120	103	122	109	112	128	124	125	101
February	120	120	104	108	134	121	106	123	113	113	129	124	126	101
March	121	120	105	108	137	121	106	124	113	114	131	124	127	100
April	122	120	107	108	137	122	107	124	113	114	132	125	128	100
May	121	120	108	108	134	122	107	125	113	114	133	126	127	101
June	121	120	109	108	133	125	105	128	113	116	132	132	129	104
July	122	120	109	108	135	125	107	128	115	116	132	132	129	103
August	122	120	109	107	136	125	107	128	115	116	132	132	129	103
September	123	121	110	107	137	125	107	128	115	116	132	132	129	102
October	123	122	110	106	137	125	107	128	116	117	132	132	129	102
November	123	122	110	106	136	126	108	129	116	117	131	132	129	103
December	124	123	111	105	138	126	108	129	115	117	131	133	131	102
1969 January	124	123	111	105	138	127	110	130	117	120	133	133	130	103
February	123	123	112	104	137	127	109	130	117	119	134	133	130	103
March	124	122	113	103	138	128	111	130	117	120	135	133	130	103
April	125	124	114	103	139	127	111	130	117	121	134	133	130	102
May	126	124	116	101	141	127	112	130	118	122	135	132	131	102
June	126	124	115	101	142	128	112	130	118	122	136	132	131	101
July	126	125	116	100	143	128	113	130	117	122	137	132	131	101
August	126	124	115	100	143	128	113	131	118	122	138	132	131	101
September	128	126	117	100	146	128	113	131	118	122	139	132	130	100
October	129	128	116	99	147	129	112	131	118	122	141	133	131	100

† Export Unit Value Index as a percentage of the Import Unit Value Index.

VALUE AND VOLUME INDEX NUMBERS, *continued*

in October was manufactured goods. Most of the increase in the index for this group during the year has been caused by sharply rising unit values for non-ferrous metals, particularly copper and in recent months nickel. The index for fuels continued its steady fall and is now 6 per cent below its January level.

In spite of the small increase in the export unit value index in October, it is still little more than 1 per cent above its January level. In October a small fall in the index for non-manufactures was outweighed by a rise in that for manufactured goods (which was not sufficient, however, to affect the rounded index). Rising prices for non-ferrous metals in October led to an increase in the index for the metals group; it is the only broad group of manufactured goods to have shown much rise during this year. Other indices which rose in October were those for machinery and transport equipment and 'other manufactured goods' but in both cases the indices have fluctuated during the year and the October levels are little different from those previously reached.

Trends in United Kingdom trade are discussed in the article on trade in October published in the *Board of Trade Journal* of November 19, 1969 (page 1361).

Table 2. United Kingdom import and export volume index numbers (unadjusted)

1961 = 100

	Imports					Exports							
	Total	Food, beverages and tobacco	Basic materials	Fuels	Manufactured goods	Total	Non-manufactures	Manufactured goods					
								Total	Chemicals	Textiles	Metals	Machinery and transport eqpt.	Other
Section or Division		0 and 1	2 and 4	3	5 to 8		0 to 4	5 to 8	5	65	67 to 69	7	
Weights	1,000	327	222	106	337	1,000	125	843	86	65	123	428	141
1962	103	104	96	112	103	102	110	101	107	99	100	100	102
1963	107	102	101	119	112	108	120	106	113	101	100	107	110
1964	119	104	108	128	136	111	115	111	126	105	102	107	123
1965	120	102	107	140	137	117	121	117	131	104	109	114	128
1966	122	101	102	154	146	121	128	120	139	97	105	120	134
1967	132	104	101	165	168	119	131	118	148	94	108	112	136
1968	146	107	111	176	195	136	151	135	169	109	120	129	158
1967 1st quarter	134	106	98	180	167	128	135	127	155	101	113	124	143
2nd quarter	135	107	101	162	176	127	135	127	163	98	119	124	136
3rd quarter	126	100	104	150	156	112	123	111	140	86	103	102	140
4th quarter	136	106	105	178	170	109	128	106	132	89	97	99	126
1968 1st quarter	149	116	109	171	198	135	142	135	168	105	118	132	153
2nd quarter	144	104	112	186	189	134	139	134	174	105	121	130	147
3rd quarter	143	102	114	175	191	132	154	130	165	108	115	119	167
4th quarter	147	110	111	180	196	143	168	140	169	118	124	132	169
1969 1st quarter	148	106	109	198	198	136	136	137	166	111	112	131	175
2nd quarter	152	107	108	186	215	153	157	154	188	122	124	153	180
3rd quarter	145	99	109	176	204	150	148	152	188	118	124	144	197
1968 January	157	125	118	179	201	131	154	129	157	100	112	129	140
February	143	109	107	165	191	136	135	138	164	109	120	135	160
March	148	114	103	170	201	137	136	139	181	108	124	133	158
April	143	104	111	188	185	131	123	134	170	101	122	128	154
May	159	116	121	199	211	136	136	137	177	110	123	139	130
June	129	91	103	169	171	133	156	131	176	103	119	122	175
July	154	108	120	191	209	139	149	139	163	113	123	136	159
August	143	100	118	171	191	129	157	126	155	102	115	111	176
September	132	96	103	163	175	129	157	125	175	107	106	111	164
October	156	119	116	196	206	135	157	133	159	112	115	122	177
November	149	111	106	162	209	158	184	155	183	126	143	146	189
December	137	100	111	182	175	136	163	132	165	116	114	130	139
1969 January	159	114	123	211	206	139	141	140	166	114	115	134	176
February	138	95	100	189	189	130	132	131	164	106	106	123	165
March	148	110	105	194	201	139	134	142	168	112	115	135	183
April	152	113	107	188	209	143	152	143	182	112	115	135	186
May	155	102	108	192	227	157	163	158	195	132	133	163	154
June	149	106	108	179	209	159	156	162	189	122	124	161	200
July	159	108	115	191	227	156	146	160	194	119	129	157	194
August	139	88	113	170	196	146	140	150	180	117	122	140	200
September	137	99	99	166	188	147	159	147	189	118	122	135	195
October	160	108	117	213	222	153	177	151	202	129	139	142	168

Table 3. United Kingdom import and export volume index numbers (seasonally adjusted)

1961 = 100

	Imports							Exports							
	Total	Total excl. US military aircraft, etc.	Food, beverages and tobacco	Basic materials	Fuels	Manufactured goods		Total	Non-manufactures	Manufactured goods					
						Total	Excl. US military aircraft, etc.			Total	Chemicals	Textiles	Metals	Machinery and transport eqpt.	Other
Section or Division			0 and 1	2 and 4	3		5 to 8		0 to 4	5 to 8	5	56	67 to 69	7	
Weights	1,000		327	222	106		337	1,000	125	843	86	65	123	428	141
1967 1st quarter	132	132	105	97	172	165	164	129	142	127	157	103	118	121	144
2nd quarter	134	133	108	102	158	170	166	123	136	122	157	97	113	116	135
3rd quarter	128	126	102	102	153	159	157	119	130	119	147	90	110	112	141
4th quarter	135	134	102	105	181	175	172	106	117	105	133	85	93	100	125
1968 1st quarter	146	144	114	109	162	195	191	135	147	134	166	106	122	129	151
2nd quarter	143	141	105	112	178	185	179	130	139	130	169	104	117	123	147
3rd quarter	147	144	105	112	180	197	190	139	162	138	171	111	122	130	167
4th quarter	148	144	106	111	184	202	190	141	155	140	169	114	120	134	168
1969 1st quarter	146	142	104	110	191	195	185	139	142	138	169	115	118	129	175
2nd quarter	150	146	110	108	180	208	195	146	156	148	178	120	118	144	179
3rd quarter	148	145	103	108	181	208	198	156	154	159	192	121	128	155	194
1968 January	141	140	114	102	160	186	183	138	167	134	165	106	120	131	147
February	149	147	112	116	163	202	197	135	135	135	162	108	122	130	155
March	147	146	116	109	163	196	193	133	138	133	172	104	123	125	151
April	144	143	107	115	175	184	180	130	129	130	164	100	118	125	150
May	146	144	109	113	171	194	186	130	134	130	170	107	114	126	139
June	137	136	100	108	190	177	172	130	153	129	172	106	119	120	152
July	148	147	107	113	186	196	192	135	155	134	164	108	118	130	152
August	147	143	105	111	177	201	189	141	174	138	168	109	128	127	174
September	145	143	103	113	176	196	190	142	156	142	181	115	119	133	176
October	147	145	108	112	188	194	190	138	153	137	163	111	116	131	174
November	151	143	104	109	174	216	192	146	159	145	174	114	129	139	172
December	146	143	105	113	191	197	187	138	155	138	171	115	116	134	158
1969 January	144	141	103	108	190	190	179	144	149	142	171	120	122	133	182
February	147	143	101	111	192	202	189	135	138	134	171	111	114	125	166
March	146	144	108	111	190	194	187	139	141	139	166	113	118	131	178
April	149	145	113	109	177	201	192	140	159	138	172	111	112	129	178
May	147	141	101	104	174	211	193	144	156	145	180	125	118	142	168
June	155	151	115	113	189	211	201	155	155	161	183	125	124	161	192
July	151	147	108	108	184	210	197	147	149	149	189	113	119	145	182
August	148	145	98	109	181	210	200	161	159	165	199	128	134	162	198
September	146	145	103	106	176	202	198	158	155	161	190	123	132	157	202
October	149	147	97	111	203	207	199	157	167	158	202	126	135	150	189

Notes:

(a) The volume index numbers for exports do not include any allowance for the special influences affecting recording (see *Board of Trade Journal* of September 10, 1969).

(b) This series of index numbers based on 1961=100 was first introduced in the *Board of Trade Journal* of September 13, 1963; an account of the method of construction of the index numbers was published in the September 1963 issue of *Economic Trends*. All the index numbers published with this article take account of the inclusion since 1965 of trade in diamonds and precious stones in the United Kingdom import and export statistics.

INDEX OF REGULAR STATISTICS

When did the Board of Trade Journal *last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc.?*

An index of the date on which all regular statistical articles were last published will be found on the page following contents page.

Gold and convertible currency reserves during November

HM TREASURY announce that after advance repayments of £83 million to the International Monetary Fund, and £31 million to the Bank for International Settlements, the gold and convertible currency reserves rose by £9 million during November to stand at £1,043 million at the end of the month.

Shipping movement at UK ports in August: correction

IN THE ARTICLE on shipping movement at United Kingdom ports in August (*Board of Trade Journal*, November 26, page 1462) the final sentence in the first paragraph should read 'Commonwealth vessels accounted for 8,731,000 n.r.t.' and not 8,371,000 n.r.t. as published.

United Kingdom balance of payments in the third quarter of 1969

Current account

THERE WAS A further large increase in the current surplus in the third quarter. This reached £141 million (seasonally adjusted) compared with £65 million (revised) in the previous quarter. The visible balance swung into surplus (after making full allowance for the recording disturbances in the export statistics – see below) and the surplus on invisibles remained high.

Long-term capital

Several large favourable items contributed to produce a net inflow of £73 million in the quarter on long-term capital account.

'Basic Balance'

The combined surplus on the current and long-term capital accounts was £214 million (seasonally adjusted). This figure compares with a surplus of £72 million (revised) in the second quarter, a deficit of £61 million in the first quarter and an average quarterly deficit of £102 million in 1968. In the third quarter of 1969 the unadjusted figure (£217 million) was little different from the seasonally corrected figure.

The seasonally corrected 'basic balance', adjusted for Euro-dollar borrowing to finance outflows of private long-term capital (see *Economic Trends*, September 1969, page xii), would be a surplus of £229 million, compared with £87 million (revised) in the previous quarter.

Current and long-term capital transactions
Seasonally adjusted

£ million

	1968	1969		
		1st qtr.	2nd qtr.	3rd qtr.
Visible balance	–677	–135	– 79	+10
Invisible balance	+412	+161	+144	+131
Current balance	–265	+26	+65	+141
Balance of long-term capital	–142	– 87	+7	+73
Balance of current and long-term capital transactions ('basic balance')	–407	– 61	+72	+214
('Basic balance' adjusted for Euro-dollar borrowing)	(–252)	(– 26)	(+87)	(+229)

Monetary movements

During much of the third quarter, with the French devaluation in early August and speculation about the German exchange rate through the pre-election period, conditions on the exchanges were unsettled. Although the great improvement in the balance of payments enabled sterling to withstand these pressures much better than in previous periods of uncertainty, there was an identified outflow of short-term capital and trade cerdit of £205 million and a negative balancing item of £62 million. But with the basic surplus of £217 million (unadjusted) the net call for official financing was about £50 million.

Taking the first three quarters together, however, the effect of recorded and unrecorded movements of trade credit and short-term capital (including 'leads and lags') has been broadly neutral, so that the basic surplus in the period of almost £300 million (before seasonal adjustment) on the combined current and long-term capital accounts is closely matched by a surplus of equivalent amount available for official financing transactions, which has been applied to the repayment of debt. A large currency inflow has been resumed since the end of the quarter following the German revaluation and the ending of the period of uncertainty in the markets, and the repayment of debts has continued.

Visible trade

The current surplus of £141 million (seasonally adjusted) in the third quarter combines net invisible earnings of £131 million and a visible surplus – the first since the fourth quarter of 1966 – of £10 million. The visible surplus is reached after debiting payments for United States military aircraft and making a reduction of £17 million from recorded exports in the quarter to take account of

Monetary Movements† – First three quarters 1969 £ million rounded – not seasonally adjusted

	1st qtr.	2nd qtr.	3rd q.r.
Short-term capital and trade credit‡	+185	–35	–205
Official financing:			
Net repayments (–):			
IMF§	–125	+135	– 10
Other monetary authorities:			
In non-sterling currencies	– 55	+85	+40
In sterling¶	– 75	–310	+15
Total	–255	– 90	+45
Drawings (+) on reserves	– 20	+10	+5
Total official financing	–275	– 80	+50
Balance of monetary movements	– 90	–115	–155

† Liabilities: increase +/ decrease –. Assets: increase –/ decrease +.
‡ Includes +£35 million, +£15 million and +£15 million Euro-dollar deposits applied by UK banks to finance UK private investment overseas.
§ Net of deposits arising from payments of charges in sterling.
¶ The net change in the total sterling balances of central monetary institutions in North America and Western Europe is taken as a broad measure of official borrowing in support of the reserves (and repayments of earlier borrowing), when this takes the form of 'swaps' between sterling and foreign currencies.

recording disturbances. This reduction is the net effect of three separate influences on export recording during the period. First, measures to secure complete documentation by exporters had not yet taken full effect in the third quarter and an addition to the recorded figure of exports is needed for the under-recording still remaining Second, these measures have, however, led to the lodgement with Customs of some documents from earlier months which would have already been allowed for in the estimates for under-recording in those months; a deduction is made since these documents should not be double-counted. Third, the action taken has led to some current documents being submitted more promptly. While this speeding up is in progress it adds to the normal flow of documents but does not reflect a corresponding movement in the trend of export shipments; a deduction is therefore made on this account. (1)

£ million

	1968	1969		
		1st qtr.	2nd qtr.	3rd qtr.
Exports and re-exports (f.o.b.), before adjustment for recording disturbances	6,103	1,601	1,681	1,816
Adjustment for recording of exports:				
Net under-recording	+130	+35	+35	+23
Other influences†	—	—	—	–40
Exports and re-exports (f.o.b.), adjusted for recording disturbances	6,233	1,636	1,716	1,799

†Documents previously allowed for in estimates of under-recording, and allowance for more prompt submission of documents.

(1) This last adjustment (which accounts for about half the figure of –£40 million shown in the table) is different in kind from the other two. Though the documents received during the quarter are part of the continuing record of exports over the course of time, to use the full total for the third quarter without adjustment would slightly disturb comparison with past and future quarters. Corresponding to the deduction for speeding-up in documentation, there is a case for making additions to past figures, insofar as an earlier slowing-down in documentation may have occurred. This has not been done in the present tables, but when the speeding-up process is complete, consideration will be given to appropriate adjustments.

After these adjustments, exports were £83 million (5 per cent) higher in the third quarter than in the second. Most of the increase was in volume rather than in price. The rise in exports (seasonally adjusted Trade Account basis) between the second and third quarters was accounted for by sharply increased deliveries to both EEC and EFTA countries and was entirely in manufactured goods. Imports were marginally higher by value than in the second quarter, when they had been swollen by shipments delayed by the United States dock strikes, but the increase was all in price and the volume was unchanged. The 5 per cent increase in exports between the second and third quarters follows a rise of 3½ per cent between the second half of 1968 and the first half of 1969, while imports in the third quarter were less than 3 per cent higher than on average during the last half of 1968, with the increase again virtually all in price.

Invisibles

Net invisible earnings, at £131 million seasonally adjusted, fell somewhat from the very high level recorded in the first half of 1969.

Net receipts of interest, profits and dividends seasonally adjusted, after an exceptionally high figure of £163 million in the first quarter of the year, fell from £133 million in the second to £122 million in the third quarter. However, this was still higher than the quarterly rate in 1968.

There was a fall of £21 million in the private sector's net receipts, partially offset by reduction of £10 million in net payments of interest by the public sector. Within the private sector, earnings on outward direct investment fell back from their very high level in the second quarter, though remaining well above last year's. On the debit side, there were increased payments by overseas oil companies, but foreign earnings on direct investment in the United Kingdom continued much lower than in 1968.

Civil aviation, travel, and financial services all did well. The earnings of British airlines were maintained at the high level reached in the first half of the year. Though expenditure on foreign travel has increased this year, earnings from foreign visitors have increased still more, and in the third quarter – which accounts for something like half the year's total – there was again a useful surplus.

In the third quarter earnings from services provided by United Kingdom private businesses (including public corporations) were some 7 per cent higher than a year earlier, having increased by over 4 per cent since the first quarter of 1969. Payments for private services rose by 8½ per cent between the third quarters of 1968 and 1969, but the increase over the last two quarters was only 3 per cent. Thus, although the net surplus on private services is little changed since a year ago there has been a noticeable improvement since the beginning of 1969.

Net Government overseas expenditure (seasonally adjusted) was £5 million higher than the low second quarter figure, but was less than in the first quarter. There was no change overall between the first half of financial year 1968/69 and first half of 1969/70; expenditure on services fell very slightly (by £2 million) whilst transfers increased by the same amount.

Invisibles £ million

	1966	1967	1968	1969†		
				First qtr.	Second qtr.	Third qtr.
Credits:						
Private services:						
Shipping:						
Freight and fares	565	630	767			
Time-charter payments	41	46	57			
Disbursements of overseas shipping	112	122	132			
Total	718	798	956	233	227	226
Civil aviation:						
Fares, freights, etc.	141	155	178			
Disbursements of overseas airlines	37	45	55			
Total	178	200	233	70	71	71
Travel	219	236	282	82	89	90
Other services:						
Financial and allied	110	152	195			
Films and television	34	49	51			
Royalties, etc.	74	79	} 616			
Miscellaneous	426	469				
Total	644	749	862	225	238	251
Total, private services	1.759	1.983	2.333	610	625	638
Interest, profits and dividends§:						
Direct investment	429	438	581	148	170	160
Portfolio investment	153	145	164	38	40	39
Oil and other	412	436	428	159	131	135
Total	994	1 019	1.173	345	341	334
Private transfers	134	135	147	36	37	38
Government services	42	36	44	8	9	10
Total credits	2.929	3.173	3.697	999	1.012	1.020

	1966	1967	1968	1969†		
				First qtr.	Second qtr.	Third qtr.
Debits:						
Private services:						
Shipping						
Freight and fares	235	283	333			
Time-charter payments	162	172	202			
Disbursements abroad	319	325	360			
Total	716	780	895	225	222	223
Civil aviation:						
Fares, freight, etc.	68	82	103			
Disbursements abroad	82	90	110			
Total	150	172	213	56	62	61
Travel	297	274	271	76	80	82
Other services:						
Films and television	25	22	26			
Royalties, etc.	57	67	} 395			
Miscellaneous	263	277				
Total	345	366	421	116	115	121
Total, private services	1.508	1.592	1.800	473	479	487
Interest, profits and dividends§:						
Direct investment	204	216	312	63	70	70
Portfolio investment	86	91	105	27	30	27
Oil and other	288	293	337	92	108	115
Total	578	600	754	182	208	212
Transfers:						
Private	183	197	225	55	58	59
Official	180	188	178	} 126	120	126
Government services	332	312	328			
Total debits	2.781	2.890	3.285	836	865	884
Invisible balance	+148	+283	+412	+163	+147	+136

† Seasonally adjusted.
§ An alternative breakdown is:

	1966	1967	1968	1969†		
				First qtr.	Second qtr.	Third qtr.
i.p.d. credits:						
Private sector	939	963	1,135	336	331	325
Public sector	55	56	38	9	10	9
i.p.d. debits:						
Private sector	360	370	481	97	105	120
Public sector	218	230	273	85	103	92

VISITS OVERSEAS OF UNITED KINGDOM BUSINESSMEN

British businessmen intending to travel overseas are urged in their own interests to make the earliest possible contact, before going abroad, with the Board of Trade (at either the nearest Regional Office or the Export Services Branch). The Board of Trade, in co-operation with Commercial Officers at Embassies, High Commissions and Consulates overseas, are in a position to provide advice when it is required, and to arrange for suitable introductions and contacts related to the purpose of their business.

The information which the Board of Trade requires, apart from a businessman's name and that of the firm he represents, consists of details of his itinerary, giving the places to be visited and the dates as nearly as can be estimated, the names and addresses of the local agents, if any, at the places to be visited the general purpose of the visit, the type of contacts and introduction which the businessman would like to have arranged for him in advance, and any other relevant information which the businessman might consider would enable him to obtain maximum results. Where appropriate, these details should be accompanied by copies of trade literature relating to the product which the businessman is proposing to sell.

Retail sales in October

THE VOLUME of retail sales, after allowing for seasonal factors, appears to have levelled off after the modest recovery from the fall in sales which followed the measures taken in November last year.

The seasonally adjusted index of the volume of sales in October was 103 (1966=100), the same as the average for the third quarter. The seasonally adjusted index for a single month usually has some uncertainty in interpretation, but for the October index there is an added source of uncertainty because the four week sales period in 1969 ended on November 1, six days later than the end of the corresponding October period in 1968 (see 'Value of retail sales compared with a year earlier' below).

Comparison of the sales in the three months ended October with sales in the preceding three months (the usual comparision basis each month) is influenced by the exceptionally low figures for July which were, it would appear, balanced by the high figures for August. A more appropriate comparison is in consequence probably made by the average of the four months ended October with the average of the previous three months. Between these two periods there were small decreases in the volume of sales of clothing and footwear shops and in 'other non-food' shops, with little change in food shops or durable goods shops; overall the volume of sales declined by nearly 1 per cent between these two periods.

The value of retail sales compared with 1968

The value of retail sales in the October period of 1969 was 5 per cent higher than in the October period 1968, the same increase compared with a year earlier as was recorded in the third quarter. The prices of goods sold in retail shops are estimated to have risen by rather more than 5 per cent between October 1968 and October 1969, so that in real terms there was a small decrease in turnover over the year.

The fact that the October period this year ended six days nearer Christmas might be expected to have been responsible for part of the increase of 5 per cent in the value of sales – but there are a number of other influences, e.g., the weather, the holding of special sales events which influence the comparison between one year and another and which make it difficult to distinguish the effect of pre-Christmas buying in October. Indeed, an examination of the experience of October and November in 1957 and 1964, years when a similar change occurred, shows that the closer proximity to Christmas does not invariably have a marked effect on turnover in these periods.

Food shops

As expected, neither multiple nor co-operative grocery sales showed such large increases between October 1968 and October 1969 as had been experienced between the third quarters of these two years because the substantial increase in the sales of tobacco in these shops, following the removal of resale price maintenance for these goods, was effective throughout October 1968.

The sales of independent greengrocers and fruiterers increased by only 3 per cent between October 1968 and October 1969, an increase much smaller than the 6 per cent rise on a year earlier reported in the third quarter.

The value of the sales of dairymen, commented on last month, was well maintained in October 1969 at a level 6 per cent higher than a year earlier.

'Three halves of bitter – twenty-one new pence'. A still from the 18-minute colour film 'All Change' produced by World Wide Pictures Ltd., for the COI on behalf of the Decimal Currency Board. The film gives Britain's shopkeepers an advance impression of retail trading soon after D Day February 15, 1971, when Britain officially changes to decimal currency. The film (catalogue No. UK 2568) will be available from January 1, 1970, on free loan for non-theatrical use from the Central Film Library and its associated libraries in Scotland and Wales. It can also be bought for £54 per copy from the film libraries.

Clothing and footwear shops

The value of the sales of clothing and footwear shops increased by 4 per cent between October 1968 and October 1969, much the same increase on a year earlier as was recorded in the third quarter. The increases in the value of sales between October 1968 and October 1969 of footwear shops at 3 per cent, and women's wear, etc. shops at 4 per cent were somewhat smaller than the corresponding increases of 5 per cent in each case between the third quarter of those two years, perhaps partly due to the exceptionally warm and dry weather this October.

Prices of the goods sold in clothing and footwear shops are estimated to have risen by about 5 per cent between October 1968 and October 1969, so that in real terms there has been a slight fall in sales.

Durable goods shops

The value of the sales of durable goods shops rose by 3 per cent between October 1968 and October 1969, an increase marginally larger than had been recorded in the third quarter over the corresponding period of 1968. The sales of furniture shops showed an increase of 1 per cent in October on a year earlier, compared with a decline of 1 per cent in the third quarter. Electricity showrooms recorded an increase of 3 per cent between October 1968 and October 1969, compared with the increases of 18 per cent and 14 per cent on a year earlier in the second and third quarters.

Department stores

Sales of department stores showed an increase of 4 per cent

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Mr. Richard Palmer, export director of Associated Biscuits Ltd., was host at a dinner held at the City Hall Restaurant, Hong Kong, recently for customers of ABL there. Welcoming guests, Mr. Palmer said that in Hong Kong 60 per cent of all British biscuits exports came from ABL's factories. Present at the dinner were members of ABL's three agents in Hong Kong – John D. Hutchinson, which handles the Jacob brand; Dodwell's, which handles Huntley & Palmers; and Robertson Wilson, which handles Peek Frean. Mr. Palmer, who had earlier attended the British Week in Tokyo, returned recently from a business trip that took him round the world, visiting agents and customers in Asia, Australasia and the United States.

between October 1968 and October 1969, rather larger than the corresponding increase for the third quarter, but much the same as the average increase for the first three quarters. Relatively dull sales of clothing and footwear were offset by increases in the turnover of household goods.

Mail order businesses

Mail order businesses continued to show substantial increases in sales in October, when turnover was 8 per cent higher than in October 1968, a somewhat larger increase than had been recorded for the third quarter taken as a whole.

Miscellaneous non-food shops

The value of the sales of confectioners, tobacconists and newsagents showed, as expected, a larger increase in October 1969 compared with October 1968 than had been recorded since September 1968 on a year earlier.

Loss of sales due to the effect of the removal of resale price maintenance were first felt in October 1968, and sales in October this year are therefore more directly comparable than in the previous 12 months.

Table 1. Volume of retail sales seasonally adjusted

Index numbers of sales per week (average 1966 prices) (a) 1966 = 100

	All kinds of business	Food shops	Non-food shops			
			Total	Clothing and footwear shops	Durable goods shops	Other non-food shops (†)
1968 1st quarter	105	101	108	105	119	106
2nd quarter	102	101	103	102	101	103
3rd quarter	103	102	104	104	105	103
4th quarter	104	104	104	105	106	104
1969 1st quarter	102	103	101	103	102	100
2nd quarter	104	103	104	105	103	103
3rd quarter	103	103	103	105	103	102
1969 April-June	104	103	104	105	103	103
July-Oct.	103	103	103	104	104	102
Percentage increase	- 1	- 1	- 1	- 1	—	- 1
1969 April	104	103	103	105	102	103
May	103	103	104	106	103	103
June*	104	103	104	105	105	103
July*	102	102	101	104	99	101
August	105	105	105	106	107	103
September*	103	103	103	104	105	102
October	103	103	103	102	105	103

Table 2. Value of retail sales seasonally adjusted

Index numbers of value of sales per week (current prices) (a) 1966 = 100

	All kinds of business	Food shops	Non-food shops			
			Total	Clothing and footwear shops	Durable goods shops	Other non-food shops (†)
1968 1st quarter	109	106	111	107	121	110
2nd quarter	107	106	108	105	106	109
3rd quarter	109	109	110	108	111	111
4th quarter	112	111	111	109	113	112
1969 1st quarter	112	114	110	108	110	112
2nd quarter	114	115	114	113	112	115
3rd quarter	115	116	114	113	112	115
1969 April-June	114	115	114	112	112	115
July-Oct.	115	116	114	113	113	116
Percentage increase	1	1	—	—	1	—
1969 April	114	114	113	112	110	114
May	114	115	114	114	112	115
June*	115	115	114	113	114	116
July*	113	114	112	111	108	113
August	116	117	116	115	116	116
September*	115	116	114	112	114	116
October	116	117	115	111	116	117

All the series in Tables 1 and 2 are seasonally adjusted independently of each other. As was mentioned in the article in the *Board of Trade Jorunal* of July 6, 1962, this occasionally results in inconsistencies between totals and components. The components are liable to greater random irregularities than the totals and have a greater margin of uncertainty in their seasonal adjustment. In a similar way differences between the seasonally adjusted series of value and volume for the same broad group may be due to inconsistencies in the method of seasonal adjustment and should not be taken as wholly attributable to price changes.

(a) See general notes following Table 4.

(†) Including department stores and mail order businesses.

Table 3. Value of retail sales (not seasonally adjusted) – analysis by form of organization

October – Index numbers of values of sales per week (current prices) and *percentage increase on a year earlier* (a).

Figures for earlier periods appears in the *Board of Trade Journal* of February 7, 1969 and August 6, 1969.

1966 = 100

	Total all retailers		Independent retailers		Multiple retailers		Co-operative societies	
		%		%		%		%
ALL KINDS OF BUSINESS	116	5	110	5	123	6	103	2
FOOD SHOPS	114	6	109	5	129	7	106	2
Grocers	117	6(f)	110	6	133	7	106	2(f)
Butchers	112	5	..	..	..	..	..	..
Greengrocers, fruiterers	89	2	89	3	104	4	69	-12
Fishmongers, poulterers	103	2	..	..	..	..	..	..
Bread and flour confectioners	118	5(g)	118	4	118	7	..	..
Off-licences	121	14	107	5	133	21	..	..
Dairymen	118	6	..	..	..	..	114	4
NON-FOOD SHOPS	117	4	..	..	..	..	..	..
Clothing and footwear shops	110	4	105	—	117	7	88	-2
Footwear shops	115	3	116	1	117	5	91	-3
Men's and boys' wear shops	97	3	93	3	103	4	71	—
Women's, girls' and infants' wear, drapery and general clothing shops	113	4	107	—	122	9	92	-2
Large (c)	—		116	1	—		—	
Medium (c)	—		108	-1	—		—	
Small (c)	—		104	—	—		—	
Durable goods shops	124	3	118	2	137	3	106	4
Furniture shops	115	1	112	—	124	6	—	
Large (c)	—		107	—	—		—	
Medium and small (c)	—		114	—	—		—	
Other durable goods shops	134	4	126	6	141	3	—	
Electricity showrooms	174	3	—		174	3	—	
Gas showrooms	126	-2	—		126	-2	—	
Radio and television rental specialists	..		..		133	5	—	
Radio and electrical goods shops (including radio and cycle shops and perambulator shops) (c)	131	5	—		—		—	
Miscellaneous non-food shops (b)	112	5	..		..		..	
Confectioners, tobacconists, newsagents	112	7	111	7	117	13	—	
Booksellers, stationers	..		126	12	..		—	
Chemists, photographic goods dealers (d)	106	2	106	2	109	4	84	-7
Jewellers	106	1	105	—	113	7	—	
Leather goods, sports goods, toys and fancy goods shops	107	9	..		..		—	
Ironmongers and hardware shops	115	5	115	6	110	-2	—	
Other miscellaneous non-food shops	—		110	8	—		—	
Department stores	121	4	—		—		—	
Mail order businesses	154	1	—		—		—	

(a) See general notes following table 4.

(*Continued on next page*)

RETAI

1966=100

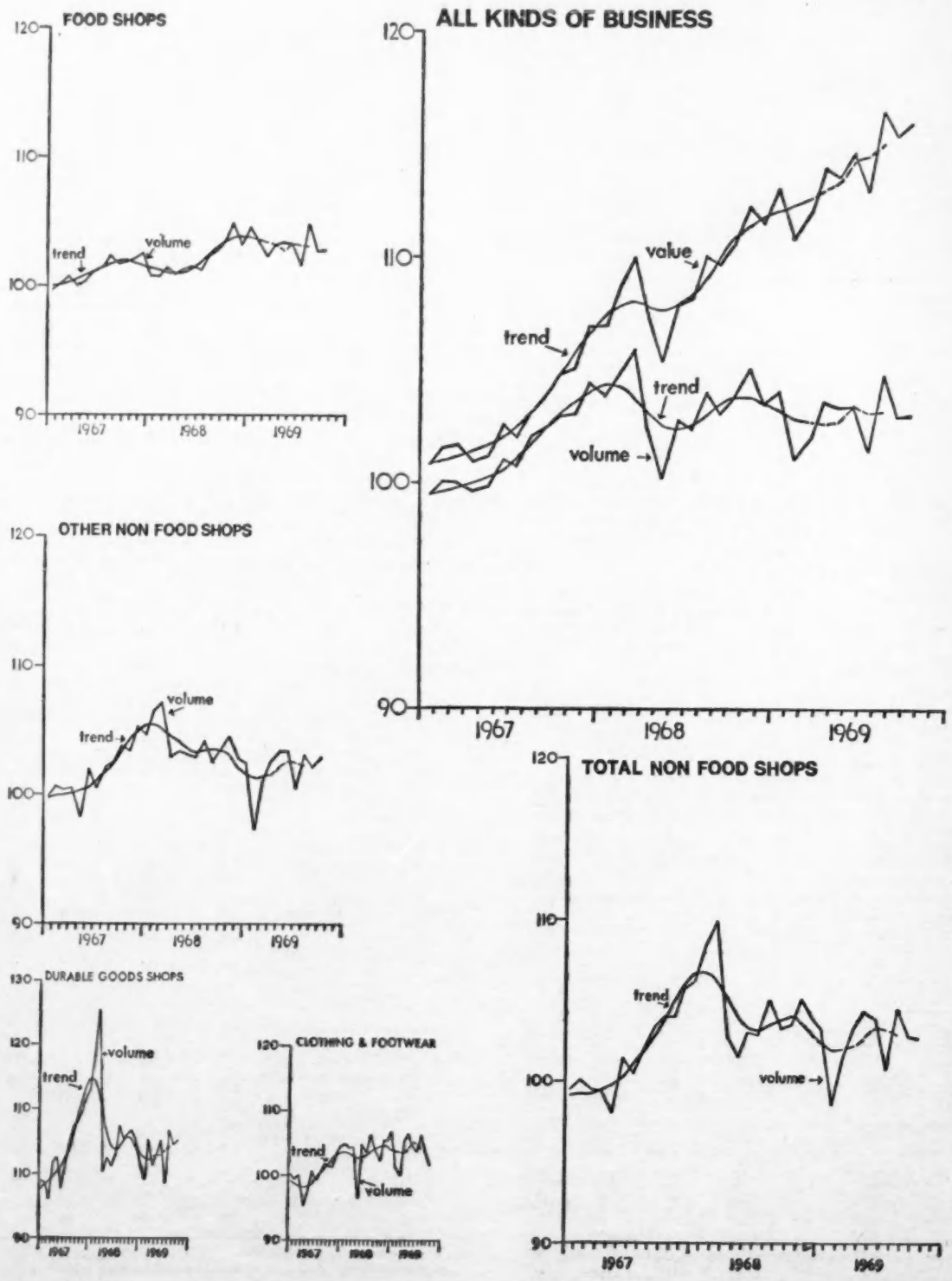

Table 4. Index numbers of sales per week (not seasonally adjusted) and percentage increase on a year earlier (a)

(i) Analysis by broad groups: value and volume

1966 = 100

Sales in 1966 – provisional estimates (£ million)	All kinds of business (£11 372)				Food shops (£4,952)				Non-food shops													
									Total (£6,420)				Clothing and footwear shops (£1,727)		Durable goods shops (£1,176)		Miscellaneous non-food shops (b) (£2,542)		Department stores (£544)		Mail order businesses (£431)	
	Value		Volume§		Value		Volume§		Value		Volume§											
1967	103	*3*	101	*1*	103	*3*	101	*1*	103	*3*	102	*2*	102	*2*	104	*4*	103	*3*	104	*4*	106	*6*
1968	109	*6*	104	*2*	108	*5*	102	*1*	110	*7*	105	*3*	107	*6*	113	*9*	110	*7*	112	*8*	115	*8*
1967 4th quarter	120	*5*	118	*4*	111	*4*	108	*2*	127	*6*	125	*6*	129	*4*	125	*12*	123	*5*	135	*8*	140	*8*
1968 1st quarter	101	*7*	98	*5*	103	*4*	99	*2*	99	*10*	97	*9*	89	*6*	116	*24*	97	*7*	100	*14*	102	*10*
2nd quarter	104	*6*	99	*2*	106	*4*	100	*1*	103	*7*	98	*3*	104	*6*	99	*5*	104	*9*	99	*7*	109	*8*
3rd quarter	106	*6*	100	*1*	105	*5*	100	—	106	*7*	100	*2*	102	*6*	108	*6*	109	*8*	107	*8*	95	*5*
4th quarter	126	*5*	118	—	117	*6*	110	*2*	133	*5*	125	—	135	*5*	128	*2*	130	*5*	141	*5*	151	*8*
1969 1st quarter	104	*3*	95	*–3*	111	*8*	101	*2*	98	*–1*	90	*–7*	90	*1*	106	*–9*	99	*3*	99	*–1*	102	*–1*
2nd quarter	111	*6*	100	*1*	114	*8*	102	*2*	108	*5*	99	*1*	110	*6*	104	*6*	108	*4*	108	*10*	114	*5*
3rd quarter	111	*5*	100	—	113	*7*	101	*1*	109	*3*	99	*–1*	107	*4*	109	*2*	112	*3*	109	*2*	102	*7*
1969 August	111	*6*	100	*1*	115	*8*	103	*2*	108	*4*	98	*–1*	104	*5*	109	*3*	115	*3*	97	*4*	98	*8*
September*	110	*5*	99	—	111	*6*	99	—	109	*4*	98	—	106	*4*	110	*3*	111	*4*	109	*5*	112	*8*
October	116	*5*	104	*–1*	114	*6*	102	*–1*	117	*4*	105	*–1*	110	*4*	124	*3*	112	*5*	121	*4*	154	*8*
1969 Jan.-Oct.		*5*		*–1*		*7*		*1*		*3*		*–2*		*4*		*–1*		*3*		*4*		*5*

(ii) Analysis by kind of business: value only

Sales in 1966 – provisional estimates (£ million)	Food shops												Clothing and footwear shops					
	Grocers (f) (£2,919)		Butchers (£724)		Greengrocers, fruiterers (£312)		Fishmongers, poulterers (£82)		Bread and flour confectioners (g) (£254)		Off-licences (£217)		Dairymen (£444)		Footwear shops (£268)		Men's and boys' wear shops (£362)		Women's wear shops (£1,097)	
1967	103	*3*	101	*1*	101	*1*	99	*–1*	104	*4*	106	*6*	104	*4*	102	*2*	100	—	102	*2*
1968	109	*6*	105	*4*	99	*–2*	99	—	111	*6*	116	*10*	109	*5*	106	*4*	106	*5*	108	*6*
1967 4th quarter	111	*4*	110	*3*	93	—	103	—	110	*6*	157	*5*	108	*5*	125	*5*	121	*2*	132	*4*
1968 1st quarter	104	*4*	106	*3*	93	*–3*	99	*–1*	105	*5*	97	*11*	108	*6*	84	*3*	93	*6*	89	*6*
2nd quarter	107	*5*	101	*3*	107	*–3*	100	*1*	111	*8*	92	*6*	107	*2*	106	*4*	102	*5*	104	*7*
3rd quarter	107	*6*	100	*5*	102	—	95	*1*	111	*7*	100	*9*	109	*5*	103	*3*	102	*5*	102	*6*
4th quarter	119	*7*	114	*4*	93	—	103	—	116	*5*	175	*12*	113	*5*	132	*5*	125	*4*	138	*5*
1969 1st quarter	114	*9*	112	*6*	96	*3*	101	*2*	111	*6*	105	*9*	113	*5*	83	*–1*	93	—	91	*2*
2nd quarter	116	*9*	107	*5*	115	*7*	104	*4*	116	*4*	107	*16*	112	*5*	112	*6*	107	*6*	111	*7*
3rd quarter	115	*8*	105	*5*	107	*5*	98	*3*	116	*4*	114	*15*	113	*4*	107	*5*	104	*2*	107	*5*
1969 August	119	*10*	107	*7*	113	*4*	100	*5*	117	*5*	113	*14*	110	*2*	105	*9*	106	*4*	103	*4*
September	113	*6*	108	*6*	95	*4*	98	*5*	116	*5*	115	*15*	116	*7*	110	*4*	97	—	107	*6*
October	117	*6*	112	*5*	89	*2*	103	*2*	118	*5*	121	*14*	118	*6*	115	*3*	97	*3*	113	*4*
1969 Jan.-Oct.		*8*		*5*		*5*		*3*		*5*		*13*		*5*		*4*		*3*		*5*

Sales in 1966 – provisional estimates (£ million)	Durable goods shops								Miscellaneous non-food shops													
	Furniture shops (£486)		Electricity showrooms (£65)		Gas showrooms (£92)		Radio and television rental specialists† (£109)		Confectioners tobacconists, newsagents (£1,030)		Booksellers, stationers‡ (£79)		Chemists, photographic goods dealers (d) (£350)		Jewellers (£116)		Leather goods, sports goods, toys and fancy goods shops (£123)		Ironmongers and hardware shops (£298)		Other miscellaneous non-food shops (h) (£100)	
1967	100	—	116	*16*	108	*8*	109	*9*	103	*3*	105	*5*	103	*3*	104	*4*	102	*2*	102	*2*	103	*3*
1968	106	*6*	140	*21*	116	*7*	121	*11*	108	*6*	112	*8*	111	*8*	117	*12*	110	*7*	109	*6*	108	*5*
1967 4th quarter	118	*9*	143	*24*	124	*13*	115	*16*	114	*4*	137	*4*	123	*5*	158	*11*	151	*5*	116	*5*	113	*6*
1968 1st quarter	106	*19*	154	*56*	128	*31*	127	*15*	100	*3*	105	*8*	95	*9*	102	*28*	76	*6*	101	*7*	104	*6*
2nd quarter	99	*6*	110	*6*	101	*3*	109	*6*	106	*8*	93	*6*	104	*8*	92	*11*	90	*9*	107	*9*	113	*8*
3rd quarter	101	*3*	137	*18*	112	*1*	119	*11*	111	*8*	105	*10*	113	*7*	106	*9*	111	*8*	106	*5*	100	*4*
4th quarter	118	—	159	*12*	121	*– 2*	127	*11*	117	*3*	147	*7*	131	*6*	168	*6*	162	*8*	121	*5*	115	*1*
1969 1st quarter	94	*–11*	140	*– 9*	102	*–20*	139	*10*	103	*3*	114	*9*	98	*4*	95	*– 7*	78	*2*	99	*– 2*	99	*– 4*
2nd quarter	102	*3*	130	*18*	111	*10*	124	*14*	107	*1*	101	*8*	110	*6*	97	*6*	93	*3*	110	*3*	119	*5*
3rd quarter	100	*– 1*	156	*14*	111	*– 1*	127	*7*	113	*2*	114	*8*	118	*4*	105	*– 1*	114	*2*	110	*4*	102	*3*
1969 August	98	*– 1*	152	*16*	111	*3*	131	*8*	114	*2*	115	*7*	125	*5*	109	—	124	*3*	113	*3*	100	*2*
September*	97	—	167	*15*	116	*– 6*	129	*10*	111	*2*	118	*11*	107	*1*	104	*– 1*	114	*1*	111	*6*	105	*5*
October	115	*1*	174	*3*	126	*–2*	133	*5*	112	*7*	126	*12*	106	*2*	106	*1*	107	*9*	115	*5*	110	*8*
1969 Jan.-Oct.		*–3*		*5*		*–5*		*10*		*2*		*9*		*4*		*–1*		*3*		*2*		*2*

§Average 1966 prices. ‡Independent retailers only. †Multiple retailers only.

General notes:

(a) The monthly periods consist of four weeks except those marked * which are of five weeks. The period covered by October 1969 sales was the four weeks from October 5, 1969 to November 1, 1969, the corresponding period in 1968 was from September 29, 1968 to October 26, 1968. As the figures are based on the values of sales they are affected by price movements, including changes in purchase tax.

(b) Includes figures of variety and other general stores which are not published separately.

(c) These descriptions are based on 1961 turnover groupings. Large denotes shops with sales of £100,000 and over in 1961. Medium denotes shops with sales of £25,000 and under £100,000 in 1961. Small denotes shops with sales of under £25,000 in 1961.

(d) These index figures do not reflect chemists' receipts under the National Health Service, which are as far as possible excluded by contributors in their returns.

(e) Includes radio and/or electrical goods shops, radio and cycle shops, cycle shops and perambulator shops, but not multiple rental specialists.

(f) Includes bakery departments of co-operative societies.

(g) Excluding the bakery department of co-operative societies, which are included in the estimate for grocers.

(h) Figures cover sales by florists, nurserymen and garden seedsmen, pet and pet food shops, pawnbrokers, general secondhand dealers and certain other miscellaneous non-food shops.

Hire purchase and other instalment credit business in October

IN THE THREE months ended October, credit extended by finance houses and the instalment credit sales of durable goods shops, after allowing for seasonal influences, were 11 per cent and 2 per cent respectively higher than the average level in the preceding three monthly period. With new credit advanced just exceeding repayments in the three months ended October, there was, after seasonal adjustment, a small rise in the total debt; this rise followed a decline of £11 million in the preceding three monthly period.

Finance houses

Compared with the same period last year, credit extended by finance houses in the month was 8 per cent less, a decrease on a year earlier not every different to that recorded in the third quarter of 1969. Increases in credit advanced on a year earlier for commercial vehicles (10 per cent), industrial equipment (8 per cent), caravans, farm equipment and other goods, were not sufficient to outweigh the effect of decreases for new cars (22 per cent), used cars (14 per cent), motor cycles and household goods. As over half of finance houses new lending is in connection with the purchase of cars, the pattern of finance houses new business is largely determined by the demand for cars, and the decreases on a year earlier recorded in most months of 1969 reflect the lower level of hire purchase transactions so far this year as compared with 1968.

Durable goods shops and department stores

The value of the credit sales of durable goods shops in October was 6 per cent less than in the same period last year, a decrease no different from the average level of decreases on a year earlier recorded in the third quarter of 1969; furniture shops recorded a decrease of 5 per cent between October 1968 and October 1969 a smaller decrease compared with the fall of 7 per cent between the third quarters. For other durable goods shops, however, the decrease in October compared with a year earlier was somewhat greater than in the third quarter. The fall of 9 per cent in October this year compared with a year earlier in the instalment credit sales of other durable goods shops was largely influenced by a 12 per cent decrease recorded by radio and electrical goods shops, the largest monthly decrease compared with a year earlier since March of this year.

Other instalment credit retailers

The instalment credit sales of general mail order houses, which

Table 2. Hire purchase and other instalment credit extended and repaid

Seasonally adjusted — £ million

	New Credit Extended			Repayments	Increase in debt
	Total	By Shops (†)	By Finance Houses		
1966	904	235	669	1,041	–137
1967	981	235	746	1,027	– 46
1968	1,027	258	769	996	31
1966 1st quarter	270	69	201	274	– 4
2nd quarter	251	61	190	268	– 17
3rd quarter	202	55	147	251	– 49
4th quarter	181	50	131	248	– 67
1967 1st quarter	198	53	145	254	– 56
2nd quarter	215	53	162	254	– 39
3rd quarter	274	61	213	261	13
4th quarter	294	68	226	258	36
1968 1st quarter	292	77	215	264	28
2nd quarter	227	59	168	249	– 22
3rd quarter	251	64	187	243	8
4th quarter	257	58	199	240	17
1969 1st quarter	227	56	171	244	– 17
2nd quarter	224	57	167	240	– 16
3rd quarter	235	58	177	236	– 1

(†) Durable goods shops and department stores; not including other instalment credit retailers

Table 1. Hire purchase and other instalment credit business

Seasonally adjusted

	Increase in debt outstanding to finance houses, durable goods shops and department stores £ million	Finance Houses		Durable Goods Shops	
		New instalment credit extended per calendar month (Index 1966 = 100)	Increase in debt £ million	*Instalment credit sales per week (Index 1961 = 100)*	Increase in debt £ million
1966	–137	*100*	–84	*93*	–51
1967	– 46	*113*	–15	*94*	–30
1968	31	*115*	26	*102*	2
1966 1st quarter	– 4	*120*	3	*104*	– 5
2nd quarter	– 17	*114*	– 5	*95*	–11
3rd quarter	– 49	*88*	–33	*88*	–15
4th quarter	– 67	*78*	–49	*83*	–20
1967 1st quarter	– 56	*87*	–41	*87*	–12
2nd quarter	– 39	*98*	–27	*88*	–11
3rd quarter	13	*129*	21	*96*	– 8
4th quarter	36	*137*	32	*105*	1
1968 1st quarter	28	*129*	24	*120*	4
2nd quarter	– 22	*101*	–18	*92*	– 3
3rd quarter	8	*113*	9	*99*	—
4th quarter	17	*119*	11	*98*	1
1969 1st quarter	– 17	*103*	– 9	*93*	– 5
2nd quarter	– 16	*99*	–17	*93*	2
3rd quarter	– 1	*106*	1	*94*	– 2
May	– 6	*96*	– 9	*93*	4
June	– 1	*96*	—	*96*	– 1
July	– 4	*104*	– 2	*91*	– 3
August	—	*104*	– 1	*98*	2
September	3	*109*	4	*93*	– 1
October	—	*115*	—	*96*	—
3 months ended July 1969	– 11	*99*	–11	*94*	—
3 months ended October 1969	3	*109*	3	*96*	1
Percentage change		*11*		*2*	

Table 3. Hire purchase and other credit instalments outstanding

£ million, end period

Owed directly to		Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Durable goods shops	1966	327	324	316	311	309	301	298	292	286	281	280	278
	1967	273	267	260	255	252	247	245	241	239	240	243	248
	1968	246	247	247	245	245	241	239	239	240	243	248	250
	1969	246	243	240	238	242	239	237	238	237	238		
Department stores	1966	31	30	29	29	28	28	28	27	27	27	27	29
	1967	28	26	26	26	25	25	25	25	25	25	26	28
	1968	29	28	28	28	28	27	27	26	26	27	28	31
	1969	30	30	28	28	27	27	28	27	27	27		
Finance Houses	1966	881	884	885	894	905	909	915	898	873	849	827	797
	1967	782	770	758	754	750	754	765	771	774	784	795	782
	1968	784	793	807	809	815	816	820	825	823	823	823	808
	1969	800	798	801	804	804	810	809	811	808	804		
Total	1966	1,239	1,238	1,230	1,234	1,242	1,238	1,241	1,217	1,186	1,157	1,134	1,104
	1967	1,083	1,063	1,044	1,035	1,027	1,026	1,035	1,037	1,038	1,049	1,064	1,058
	1968	1,059	1,068	1,052	1,082	1,088	1,084	1,086	1,090	1,089	1,093	1,099	1,089
	1969	1,076	1,071	1,069	1,070	1,073	1,076	1,074	1,076	1,072	1,069		
Other instalment credit retailers†	1966	180	174	172	171	173	171	167	163	165	170	180	198
	1967	188	184	181	179	178	175	170	167	168	173	186	208
	1968	196	191	189	190	188	187	182	179	179	185	197	222
	1969	211	206	203	201	204	203	195	191	189	195		
GRAND TOTAL	1966	1,419	1,412	1,402	1,405	1,415	1,409	1,408	1,380	1,351	1,327	1,314	1,302
	1967	1,271	1,247	1,225	1,214	1,205	1,201	1,205	1,204	1,206	1,222	1,250	1,266
	1968	1,255	1,259	1,271	1,272	1,276	1,271	1,268	1,269	1,268	1,278	1,296	1,311
	1969	1,287	1,277	1,272	1,271	1,277	1,279	1,269	1,267	1,261	1,264		

†Comprising general stores (other than department stores), general mail order houses and co-operative non-durable goods departments.

account for the greater part of the credit business of this group of retailers, were 8 per cent higher than in October 1968, an increase little different from the average increases on last year recorded in the third quarter as a whole.

The instalment credit owed to this group of retailers, which is largely short term debt, rose by £6 million in the month largely under the influence of normal seasonal factors.

Rebasing of finance house series

The series on finance house business have been rebased using the results of an inquiry taken in respect of business in the year 1965. This inquiry, which was taken under the Statistics of Trade Act, 1947, was designed to provide new benchmark figures for the monthly and quarterly series of finance house new credit, debt, assets and liabilities.

All undertakings believed by the Board to be hire purchase finance houses, i.e. undertakings whose major activity lies in providing finance to facilitate the acquisition of goods and services by means of hire purchase, credit sale and other loan agreements repayable by instalments, were sent forms for completion; and any omissions are unlikely to affect the figures at all significantly.

The effect of the rebasing has been to increase the total new credit extended by finance houses in 1965 from £727 million, as was estimated on the basis of the previous inquiry taken in respect of 1957 and the experience of the monthly panel since that year, to £784 million; the debt directly entered into with hirers outstanding at the end of 1965 has correspondingly been raised from £836 million to £881 million. The increased estimates for 1965 result from the use of a new register and the obtaining of more comprehensive figures.

Table 4. Retailers; Instalment credit sales of selected kinds of business
Index numbers of value of goods sold on hire purchase and other instalment credit per week and percentage increases compared with a year earlier

Average of 1961 = 100

(H.P. and other instalment credit sales in 1961 £ million)	Total of Selected kinds of Business (§)		Durable Goods Shops Total (†)		Department Stores		Other Instalment Credit Retailers					
							Other General Stores (‡) (£72)		General Mail Order Houses (£201)		Co-operative Societies non-durable goods departments (£43)	
	(£673)		(£303)		(£54)							
1966	124	- 3	93	-17	103	- 1	125	- 6	184	11	93	- 2
1967	128	3	94	2	108	5	119	- 4	195	6	92	- 2
1968	137	7	102	8	115	7	120	1	210	8	93	1
1966 1st quarter	115	2	97	- 9	95	8	96	-12	162	14	71	- 1
2nd quarter	119	—	90	-14	97	1	120	2	176	8	86	- 5
3rd quarter	111	- 6	86	-19	92	- 6	108	- 7	160	8	83	- 5
4th quarter	152	- 7	97	-26	128	- 5	176	- 6	237	6	134	1
1967 1st quarter	108	- 6	81	-17	89	- 6	90	- 6	170	5	69	- 2
2nd quarter	118	- 1	83	- 8	96	- 1	110	- 8	186	6	84	- 3
3rd quarter	116	5	93	7	100	8	103	- 4	167	4	82	- 1
4th quarter	170	12	122	25	148	15	175	- 1	256	8	131	- 2
1968 1st quarter	129	20	111	38	105	18	96	7	188	10	69	—
2nd quarter	124	6	86	4	104	8	110	—	201	8	85	2
3rd quarter	120	4	96	4	102	3	102	- 1	175	5	84	2
4th quarter	173	2	113	- 7	149	1	174	—	278	8	132	1
1969 1st quarter	116	-10	87	-22	98	- 7	89	- 7	187	- 1	65	- 7
2nd quarter	129	4	88	2	112	8	112	2	210	5	86	—
3rd quarter	120	—	91	- 6	107	4	95	- 7	187	7	83	- 1
1969 May	135	5	91	3	122	13	126	11	216	4	93	6
June*	127	1	88	2	102	1	109	1	207	1	81	- 2
July*	117	—	91	- 4	117	1	99	- 4	172	5	80	- 8
August	116	1	89	- 6	96	6	88	- 5	180	8	81	2
September*	127	—	92	- 8	106	5	96	-11	205	8	87	4
October	163	2	108	- 6	130	6	131	—	283	8	86	2

(*Continued on next page*)

HIRE PURCHASE, *continued*

(H.P. and other instalment credit sales in 1961 £ million)	Durable Goods Shops								Furniture Shops						Other Durable Goods Shops			
	Total (£303)		Multiples (£161)		Independents (£110)		Co-operative Societies (£32)		Total (excluding Co-operative Societies (£128)		Multiples (£62)		Independents (£65)		Total (excluding Co-operative Societies) (£143)(‖)		Radio and electrical, etc. goods shops(¶) (£82)	
1966	93	–17	100	–15	82	–19	95	–19	93	–15	94	–15	92	–15	92	–19	76	–21
1967	94	2	104	4	81	– 1	91	– 4	88	– 5	86	– 8	90	– 2	101	9	82	7
1968	102	8	113	8	87	8	96	5	90	2	87	1	94	4	113	13	90	11
1966 1st quarter	97	– 9	101	– 9	90	– 9	106	– 7	95	– 2	95	3	96	– 6	97	–14	85	– 9
2nd quarter	90	–14	97	–13	79	–14	96	–14	91	–10	93	–11	89	– 8	88	–17	73	–18
3rd quarter	86	–19	96	–16	73	–23	84	–24	88	–18	90	–17	86	–18	85	–19	66	–24
4th quarter	97	–26	106	–22	86	–30	93	–31	98	–26	98	–28	98	–25	98	–24	81	–30
1967 1st quarter	81	–17	88	–13	71	–21	79	–26	76	–21	73	–23	78	–18	85	–12	70	–18
2nd quarter	83	– 8	93	– 5	69	–12	80	–16	76	–16	74	–20	79	–11	89	1	68	– 6
3rd quarter	93	7	103	8	78	7	89	5	84	– 5	79	–12	88	2	101	19	81	24
4th quarter	122	25	134	26	105	23	116	26	117	20	118	20	117	19	127	30	107	33
1968 1st quarter	111	38	121	39	9[illegible]	39	107	36	96	27	92	26	100	28	125	48	101	46
2nd quarter	86	4	98	6	71	3	77	– 4	80	5	80	8	81	3	93	5	72	6
3rd quarter	96	4	109	6	79	1	90	1	83	– 1	79	—	86	– 2	109	8	84	4
4th quarter	113	– 7	123	– 8	101	– 4	109	– 7	101	–13	96	–19	107	– 9	125	– 1	104	– 3
1969 1st quarter	87	–22	95	–21	77	–22	78	–27	71	–26	66	–28	77	–24	102	–18	83	–19
2nd quarter	88	2	102	4	69	– 3	77	—	78	– 3	80	—	75	– 7	99	6	71	– 2
3rd quarter	91	– 6	104	– 5	74	– 6	79	–11	77	– 7	74	– 7	79	– 8	105	– 4	79	– 6
May	91	3	106	4	73	—	80	3	81	1	85	5	78	– 3	102	5	74	– 4
June*	88	2	105	6	69	– 5	71	– 8	78	– 2	78	4	78	– 7	101	6	67	– 4
July*	91	– 4	102	– 1	76	– 6	80	–14	83	– 4	80	– 2	85	– 5	100	– 3	73	– 7
August	89	– 6	102	– 5	73	– 5	79	– 7	72	–11	67	–13	77	–10	106	– 1	82	– 4
September*	92	– 8	108	– 7	72	– 8	80	–12	75	– 9	74	– 7	76	–10	110	– 7	82	– 6
October	108	– 6	120	– 6	88	–10	113	6	92	– 5	87	– 3	97	– 6	120	– 9	91	–12

(†) Comprises furniture shops, radio and electrical goods shops (including radio and television rental specialists), cycle and perambulator shops, gas and electricity showrooms and co-operative societies, durable goods departments. (‡) Includes credit traders calling on customers. (§) Comprises durable goods shops (including co-operative societies, durable goods departments), departments stores, other general stores, general mail order houses and co-operative societies (non-durable goods departments). (‖) Comprises electricity and gas showrooms, radio and electrical goods shops (including radio and television rental specialists). (¶) Comprises radio and electrical goods shops, cycle and perambulator shops.

In the 1957 inquiry there were found 1,501 finance houses and finance house groups with a total debt of £276 million, of which £256 million represented debt outstanding on credit instalment agreements entered into directly with hirers and £20 million debt outstanding on other transactions, mainly agreements discounted for retailers. The 1965 inquiry obtained returns from 1,903 finance houses and finance house groups with a total debt of £933 million, and of this, £881 million related to debt outstanding direct to hirers. It is very difficult to establish at all precisely the number of finance houses actually engaged in business; a large number of companies were found in the 1965 inquiry to be dormant either after having traded at some time in the past or because they had not yet traded. This fact, together with uncertainties about changes in the register make it difficult to attach significance to the increase in numbers between 1957 and 1965.

The monthly series of finance house business are based on voluntary returns from around 500 finance houses or finance house groups accounting for about 90 per cent of the total debt of all finance houses at the end of 1965. The rebased series of index numbers has been expressed on the base 1966=100, in place of the previous base of 1961=100. In a few months the series of the hire purchase and other credit instalment business of shops will be revised using the results of the 1966 Census of Distribution and as this rebased series will be expressed on 1966=100 it is convenient to change now to this basis for the finance house series.

Seasonal adjustment

The opportunity has been taken to bring up-to-date the seasonal adjustment of the series of finance house new credit and debt. The procedure was much the same as that explained in an article in the *Board of Trade Journal* of July 6, 1962.

There are uncertainties in ascertaining the appropriate seasonal adjustments, particularly so in the case of the series on new credit extended by finance houses. Lending in connection with the acquisition of cars is an important part of total credit extended and, in consequence, this series is affected by the seasonal pattern in the demand for cars. In recent years this seasonal pattern has been altering, notably through the change in the date when the new index letter begins, thus adding to the difficulties of seasonal adjustment. In consequence the seasonally adjusted series should be interpreted with some caution and less reliance placed on a single month's figure than on the run of figures over a period. As a guide in helping to discern the underlying trend in the recent past the tables include a comparison of the latest three monthly period with the immediately preceding period of three months.

The following table sets out information in regard to 1957 published in the Report of the Census of Distribution for that year and corresponding information in respect of 1965.

Finance houses grouped by the amount of hire purchase and other instalment debt:

Amount of debt	Number of returns relating to finance houses or groups of finance houses		Debt at end of year £'000	
	1957	1965	1957	1965
Under £25,000	1,049	1,193	7,248	10,174
£25,000 but under £50,000	158	241	5,650	9,142
£50,000 but under £100 000	114	159	8,156	12.573
£100,000 but under £250,000	92	143	13 775	26,541
£250,000 but under £500,000	31	68	10,744	24,744
£500 000 but under £1 million	18	33	11.660	22 259
£1 million but under £5 millions	29	40	61 860	99.736
£5 millions an under £10 millions	10	11	156,974	81,143
£10 millions and under £25 millions		6		89,851
£25 millions and over		9		557,062
	1 501	1 903	276,067	933,225

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Outside busy periods, such as Christmas, the Post Office often makes up postage on insufficiently stamped airmail letters (though this cannot be guaranteed) provided the sender's name and address appears on the envelope. An insufficiently stamped airmail letter not having this information may be sent surface mail or the addressee may be called upon to pay double the missing postage.

Full details of overseas postage rates (and much other useful information) are given in the Post Office Guide, obtainable at all post offices, price 2s. 6d. Another useful publication is the monthly Air Mail Leaflet which gives postage rates, times of transmissions and the latest posting times which vary with airline schedules. The Air Mail Leaflet is available free from all post offices and a standing order can be placed for its regular delivery.

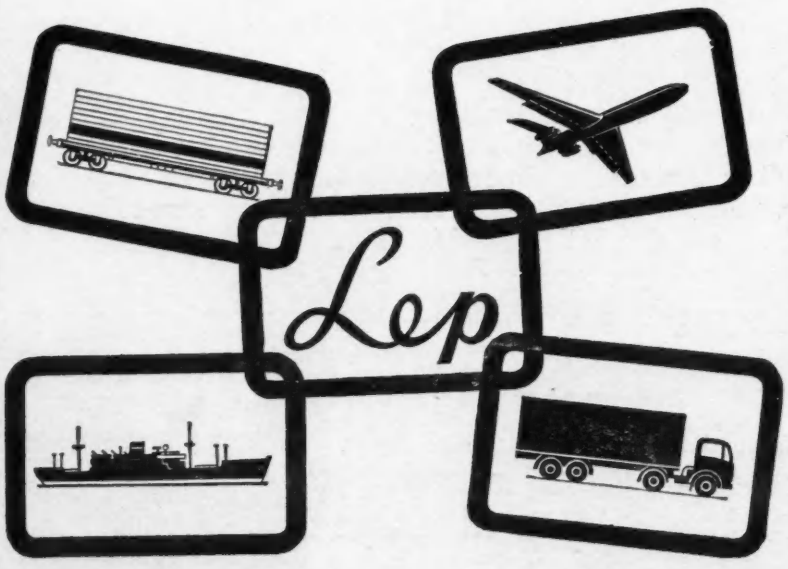
Finance houses: new instalment credit extended

Table 5. Index numbers of new hire purchase and other instalment credit extended direct to hirers per calendar month and percentage increases compared with a year earlier

Monthly average 1966 = 100

(£ million 1966)	All goods (£670)		Private cars-new (£132)		Private cars, used (£250)		Commercial motor vehicles – new and used (£78)		Motor-cycles, side-cars, power assisted cycles (£16)		Caravans new and used (£15)		Farm equipment and tractors (£11)		Industrial and building plant and equipment (£80)		Household goods (†) (£34)		Other goods (£54)	
1966	100		100		100		100		100		100		100		100		100		100	
1967	111	11	116	16	117	17	103	3	105	5	95	– 5	98	– 2	113	13	106	6	96	– 4
1968	115	3	110	– 5	117	—	117	14	109	4	118	23	95	– 3	110	– 3	127	20	117	22
1966 1st quarter	118	– 2	130	–11	115	—	118	6	113	– 9	90	–12	87	30	115	1	116	–11	116	13
2nd quarter	129	– 9	142	–18	138	– 5	125	2	154	–22	133	– 1	105	21	114	– 9	101	–17	101	–12
3rd quarter	89	–21	83	–31	89	–23	89	– 4	92	–36	114	– 4	125	5	90	–17	90	–18	90	–14
4th quarter	64	–32	44	–48	58	–36	69	–25	41	–58	63	–17	83	–17	84	–15	94	–27	93	–16
1967 1st quarter	87	–26	83	–36	81	–30	91	–23	53	–53	80	–11	81	– 7	108	– 6	100	–14	94	–19
2nd quarter	113	–13	106	–25	115	–17	114	– 9	138	–10	114	–14	89	–15	127	12	96	– 5	98	– 2
3rd quarter	129	44	139	68	151	70	101	13	135	46	115	1	120	– 4	111	23	100	11	91	—
4th quarter	117	82	133	202	122	111	104	52	92	126	72	16	101	22	107	27	127	35	100	8
1968 1st quarter	129	49	139	67	131	63	133	46	103	96	110	38	85	5	122	13	136	36	121	29
2nd quarter	116	3	102	– 4	121	5	121	6	126	– 9	140	22	85	– 5	116	– 9	113	19	121	23
3rd quarter	113	–12	108	–22	123	–19	102	1	128	– 5	141	23	104	–14	98	–12	121	21	105	16
4th quarter	110	–14	92	–31	93	–24	112	7	79	–15	79	9	108	7	104	–2	139	9	119	19
1969 1st quarter	102	–21	92	–34	96	–27	131	– 2	63	–39	92	–17	85	1	101	–17	116	–14	129	7
2nd quarter	114	– 2	103	1	114	– 6	139	15	93	–26	152	8	95	11	104	–10	99	–13	133	10
3rd quarter	106	– 6	95	–12	105	–14	118	16	90	–30	124	–12	103	– 1	108	10	98	–19	123	17
1969 May	111	–14	97	–14	111	–16	138	– 1	95	–27	137	–13	91	2	98	–29	103	–16	137	2
June	112	4	96	– 5	112	– 2	137	27	91	–27	148	4	98	21	109	9	96	– 5	134	29
July	109	– 9	76	–21	113	–16	124	9	92	–32	135	–13	99	– 5	121	14	103	12	133	10
August	110	– 9	124	– 8	102	–18	118	17	96	–32	101	–29	103	–51	104	– 3	92	–26	130	23
September	99	—	86	– 9	100	– 9	113	23	81	–25	135	7	107	9	98	21	98	–12	107	19
October	110	– 8	89	–22	106	–14	139	10	86	–26	130	18	123	15	117	8	116	–22	120	6

(†) Includes pedal cycles and some mopeds; mopeds are generally classified with motor cycles but some returns do not distinguish mopeds from pedal cycles.



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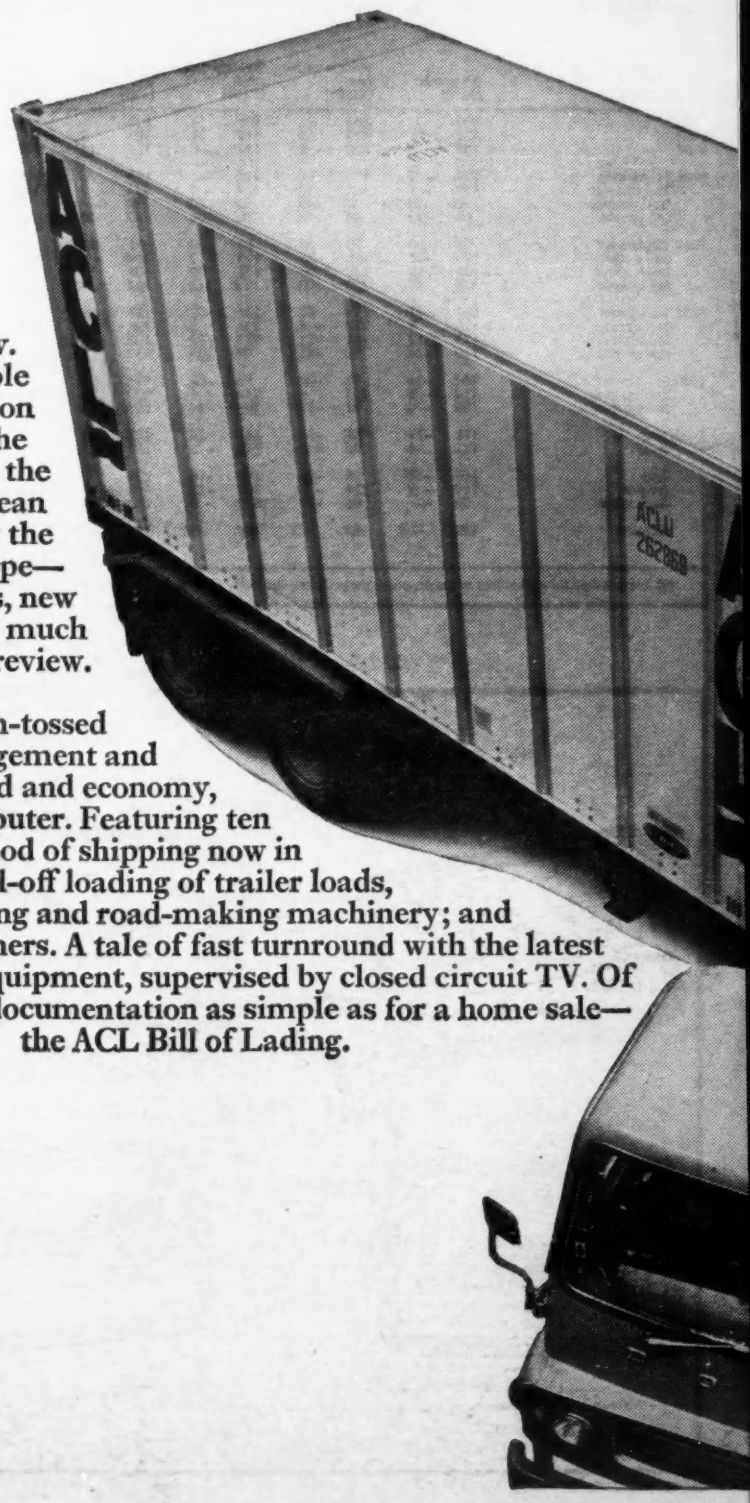

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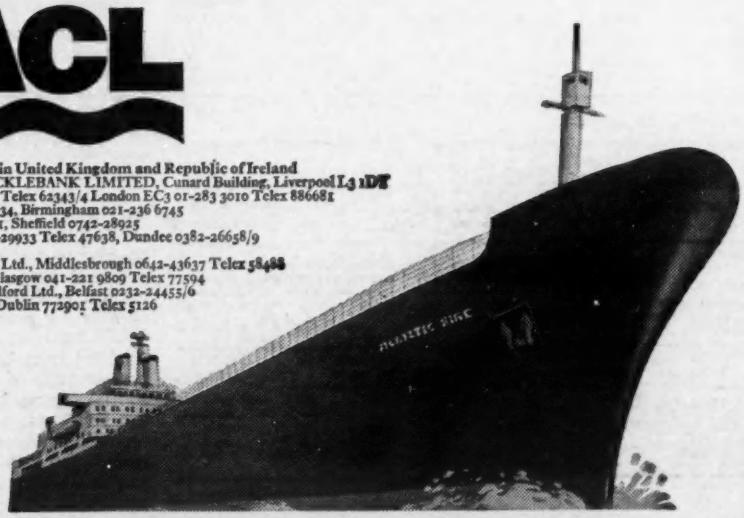

Trends in company finance

This article brings to an end the quarterly series on the finance of large quoted companies published in the *Board of Trade Journal* since December 7, 1962. In future, the results of the analysis of accounts of such companies together with those for large non-quoted companies will be published annually in the Business Monitor Series under the title 'Company Finance', the first issue of which will appear later this month. Details of the cost and contents of the new Monitor appear on page 1607 of this issue. Full details of the sources of previously published statistical information derived from the published accounts of both quoted and non-quoted companies are given at the end of this article.

THIS ARTICLE deals with the accounts of quoted companies whose accounting years ended between April 6, 1968, and April 5, 1969. It presents the analysis of 415 quoted company accounts received during the quarter ending on September 30, 1969, and comments on the preliminary figures for the year as a whole.

During the third quarter of 1969, the accounts of 415 large quoted companies were analysed by Statistics Division of the Board of Trade; the companies included are engaged mainly in manufacturing and distribution in the United Kingdom. These, together with the 1011 companies whose accounts ended between April 6, 1968, and April 5, 1969, were analysed in preceding quarters – a total of 1,426 companies – account for some 85 per cent of the total income and assets of all quoted companies whose accounts are included in the Board of Trade analysis. The balance is represented by about 430 companies whose accounts for 1968 had not been analysed by the end of September, 1969.

The spread of companies' accounting dates was similar to that for previous years and each quarter has shown a concentration of accounting dates ending in a particular month. Of the 503 accounts analysed up to March 31, 1969, some 26 per cent related to an accounting year ending in September, 1968, and 23 per cent ending in June, 1968. However, by far the heaviest concentrations occurred in those accounts analysed during the second and third quarters of 1969; over 62 per cent of the accounts analysed between April 1 and June 30, 1969, related to an accounting year ending in December, 1968, and companies having accounting years ending in March, 1969, totalled some 60 per cent of all those analysed in the quarter ending on September 30, 1969. Over the year as a whole, 33 per cent of the 1,426 comapnies analysed had accounting years ending in December, 1968, and 19 per cent in March, 1969, with smaller concentrations of about 8 per cent, 12 per cent and 8 per cent for years terminating in June and September, 1968, and January, 1969, respectively.

Profits and turnover

Of the 415 companies whose accounts were analysed between July 1 and September 30, 1969, over 95 per cent included figures for turnover in both 1968 and 1967. For the year as a whole 1,167 companies, representing almost 82 per cent of all companies analysed up to September 30, 1969, provided turnover figures together with comparable figures for a year earlier. The following table gives details of turnover, gross trading profit and profit/turnover ratio for 1968 and 1967 both for the companies analysed during the third quarter of 1969 and during the 12 months to September 30, 1969, where turnover figures for 1968 and the preceding year were stated in the accounts:

Table A. Profits and turnover in manufacturing and distribution industries

£ million

	Accounts received between July 1 and September 30, 1969			Accounts received up to September 30, 1969		
No. of companies analysed	415			1,426		
Percentage giving comparable turnover figures	*95·4*			*81·8*		
	Financial year ending in		% change	Financial year ending in		% change
	1967	1968		1967	1968	
Turnover	8,970	10,388	*15·8*	26,620	30,299	*13·8*
Gross trading profit	849	943	*11·1*	2,492	2,895	*16·2*
Profit/turnover ratio	9·5	9·1	*– 4·2*	9·4	9·6	*2·1*

Company income

Gross trading profits of the 415 companies whose accounts were analysed in the three months ending on September 30, 1969, amounted to £962 million, an increase of 11 per cent over 1967, when profits of the same group of companies totalled £866 million. For the 1,426 companies whose accounts for 1968 had been received up to September 30, 1969, the figure for gross trading profits of £3,117 million was 16 per cent higher than the £2,686 million recorded a year earlier. Gross trading profits for all companies as estimated quarter by quarter by the Central Statistical Office for the 12 months ending on March 31, 1969, were more than 6 per cent higher than in the previous 12 months, but profits in the first quarter of 1969 in this series were more than 1 per cent below the level for the same quarter in 1968.

Gross income (comprising gross trading profit, investment and other income) in 1968 of those companies whose accounts were analysed during the third quarter of 1969 totalled £1,016 million, and was some 11 per cent above the level for the previous year; while for the year as a whole the increase was almost 17 per cent (£3,283 million in 1968 against £2,821 million in 1967). Within this annual total, income from trade and other investments rose by almost £30 million over 1967; there was no appreciable change in the level of investment income between 1967 and 1968 for the 415 companies dealt with during the third quarter. Both during the quarter and over the year each item of income appropriation showed an increase compared with 1967, the extent of which can be seen in Table 3 and 3A. Significant increases were in taxation, up by over 18 per cent in the quarter and by 23 per cent during the year as a whole; and in depreciation provisions, which rose by almost 11 per cent in the quarter and almost 12 per cent for the year. This pattern was also continued in respect of retained profits, where the increase between 1967 and 1968 for companies reporting in the third quarter of 1969 was a little over 10 per cent while for the year as a whole retained profits were almost half as much again as in 1967. The increases in gross dividend appropriations were a mere 3 per cent or so in respect of the companies analysed in the quarter and only slightly higher at 4 per cent for the year as a whole, evidently reflecting the policy of dividend restraint which continued throughout 1968.

Company expenditure

As with those companies whose accounts for 1968 were analysed in the final quarter of 1968 and during the first two quarters of 1969, expenditure in 1968 by companies reporting in the third quarter of 1969 was well above the level of the previous year and at £1,460 million compared with £1,118 million, showed a rise of almost 23 per cent. Taking the year as a whole, company expenditure increased by almost 34 per cent over 1967, from £2,871 million to £3,840 million.

Both for the quarter and the year as a whole there was a marked rise in the level of expenditure on the acquisition of subsidiaries in 1968 compared with 1967. The amount spent on the purchase of new subsidiaries by the 415 companies whose accounts were analysed between July 1 and September 30, 1969, totalled £654 million in 1968 compared with £375 million in 1967, an increase of over 74 per cent. For the 1,426 companies covered by the whole year's analysis, expenditure on acquisition of subsidiaries almost doubled from £636 million in 1969 to £1,251 million in 1968. The greater part of this cost was met by the issue of shares and loan capital; issues of £573 million by the 415 companies reporting in the third quarter and of £1,021 million by the 1,426 companies reporting during the year as a whole represented some 88 per cent and 82 per cent of total expenditure in 1968 respectively. Principal acquisitions by quoted companies reported in the third quarter of

1969 are given in Table B below, while Table 5 gives details of the main features of acquisition expenditure by quoted companies included in the Board of Trade analysis for the years 1965 to 1968.

Table B. Quoted companies – accounts received between July 1 and September 30, 1969

Principal Acquisitions

Acquiring Company	Acquired Company	Total Consideration £ million
Whitbread	Strong & Co. of Romsey	14·8
Initial Services	Allied Industrial Services	19·8
Tesco Stores (Holdings)	Victor Value	9·3
Peglers Holdings (now Pegler-Hatteraley)	Hattersley Holdings	15·5
Associated British Foods	Allied Farm Foods	19·7
Scapa Group	Porritts & Spencer	10·0
Kent (George)	Cambridge Instrument Co.	13·8
Beecham Group	Horlicks	18·6
Boots Pure Drug Co.	Whites (Timothy) & Taylor	15·5
Readicut International	T. F. Firth & Sons	11·3
Tarmac Derby	Derbyshire Stone	36·7
Tarmac Derby	William Briggs & Son	10·4
G.E.C.	English Electric	304·5

Expenditure on tangible fixed assets in 1968 by companies included in the third quarter's analysis was £50 million higher than by the same companies in 1967 (£419 million against £369 million), an increase of almost 14 per cent; this compares with an increase of only just over 7 per cent between 1967 and 1968 for the year as a whole. Investment expenditure during the quarter at £12 million was more than twice the 1967 figure; but despite this marked increase, expenditure on investments by all the 1,426 companies whose accounts for 1968 were received and analysed in the 12 months up to September 30. 1969, was marginally below the 1967 level, at £44 million against £45 million.

Over the year as a whole there was marked activity in stock-building and in this sector company expenditure increased from £253 million in 1967 to £365 million in 1968. Nevertheless, for those companies reporting in the third quarter of 1969 expenditure on stocks was at a much reduced level compared with a year earlier, the figure of £119 million recorded in the accounts of the 415 companies concerned being £47 million below 1967, a fall of over 28 per cent. Those companies analysed between July 1 and September 30, 1969, were net extenders of trade and other credit to the value of £31 million in 1968; whereas in 1967 the same companies were net recipients of credit to the extent of £12 million. For the year as a whole although the 1,426 companies concerned were net providers of credit both in 1967 and 1968, the figure of net trade and other credit granted in 1968 amounting to £162 million was £61 million above the 1967 level. For the third quarter in succession the increase in holdings of cash was below the level of a year earlier, at £28 million in 1968 compared with £30 million in 1967. The same situation was revealed in the accounts of all quoted companies analysed during the year up to September 30, 1969, where the increase in cash holdings was more than 30 per cent lower than the year before at £103 million compared with £148 million in 1967.

Financing of expenditure

The considerable increase in company expenditure referred to above was mainly met (both for the quarter and for the year as a whole) by a significant rise in the level of share issues. For companies whose accounts were analysed in the quarter the increase amounted to £278 million and for the 1,426 companies covered by the analysis up to September 30, 1969, the rise between 1967 and 1968 was £574 million. In both cases, these increases were offset to some extent by a run-down in issues of long-term loans of £15 million and £130 million respectively. In total, issues of shares and long-term loan capital accounted for 50 per cent of total expenditure by companies reporting during the third quarter and 36 per cent by companies whose accounts were dealt with over the year as a whole.

Internally generated funds made up of depreciation provisions, retained profits and increases in other provisions less amounts written off also made a sizeable contribution to the financing of company expenditure. For the companies whose accounts were received and analysed between July 1 and September 30, 1969, they amounted to £421 million (29 per cent of total expenditure) an increase of £35 million over 1967; while for the year as a whole the figure of £1,503 million (39 per cent of total expenditure) was £301 million higher than in the previous year. Proportionately, the biggest change between 1967 and 1968 for all sectors contributing to the financing of company expenditure was in the amount owing to banks, where in the third quarter the amount owing increased by £101 million and was almost three times the £39 million recorded in 1967.

For the year as a whole the increase in bank indebtedness amounting to £190 million was almost four times the 1967 figure of £50 million.

Contracts for capital expenditure not provided for in the accounts were well above the level for 1967 in total and increases were recorded by the majority of industries both by those companies whose accounts were analysed in the third quarter of 1969, and over the year as a whole.

Table 1. Quoted companies – balance sheet summary
Accounts received between July 1 and September 30, 1969

£ thousand

	Manufacturing Industries		Manufacturing and distribution, etc.	
Balance sheet at end of year	1967	1968	1967	1968
Number of companies(†)	350	318	455	415
Fixed assets:				
Tangible fixed assets, net	2,327,808	2,474,928	3,024,176	3,272,524
Goodwill	284,820	521,025	358,706	600,296
Trade investments(‡)	93,061	—	105,867	—
Investment in unconsilidated subsidiaries	2,820	19,123	3,331	19,302
Total fixed assets, net	2,708,509	3,015,076	3,492,080	3,892,122
Current assets:				
Stocks and work in progress	1,771,706	1,870,217	2,045,177	2,176,004
Trade and other debotrs, etc.	1,572,042	1,717,308	1,916,004	2,094,957
Investments(‡)	283,525	401,936	316,679	451,533
of which:				
British government securities §	20,364	5,015	21,447	5,209
Loans to local authorities §	4,487	2,895	4,827	2,965
Other and unclassified quoted securities	144,634	174,738	156,415	190,447
Unquoted	114,040	219,288	133,990	252,912
Tax reserves certificates §	7,832	4,271	10,919	6,868
Treasury bills §	—	—	—	—
Cash	212,675	237,692	250,714	282,988
Total current assets	3,847,780	4,231,424	4,539,493	5,012,350
Less Current liabilities:				
Bank overdrafts and loans	493,034	562,585	573,160	675,549
Trade and other creditors etc.	1,245,466	1,364,872	1,559,134	1,714,631
Dividends and interest due – gross	131,210	132,698	161,509	162,260
Current taxation	118,998	312,011	152,270	396,489
Total current liabilities	1,988,708	2,372,166	2,446,073	2,948,929
Net current assets	1,859,072	1,859,258	2,093,420	2,063,421
Total net assets	4,576,581	4,874,334	5,585,500	5,955,543
Represented by:				
Future tax reserves	163,975	1,269	207,532	1,298
Long-term loans	902,184	1,059,071	1,083,892	1,263,691
Minority interests in subsidiaries	179,492	190,117	203,439	218,799
Shareholders' interest:	3,321,930	3,623,877	4,090,637	4,471,755
of which:				
Ordinary shares	1,414,042	1,397,074	1,684,409	1,670,769
Preference, etc., shares	168,758	153,543	210,844	188,045
Capital and revenue reserves	1,658,827	1,974,235	2,103,119	2,498,323
Tax equalization reserve	80,303	99,025	92,265	114,618
Accumulated depreciation on fixed assets	1,364,025	1,493,207	1,649,078	1,804,977
Contracts for capital expenditure not provided for	150,953	185,923	183,411	232,578

†The 1967 figures include companies which were independent in that year but which were acquired in 1968 by another company in the population.

‡Under the Companies Act, 1967, companies having a financial year ended on or after January 27, 1968, are no longer required to show separately their holdings of trade investments. To accommodate this change in accounting procedure, in this table:
1967 Investments exclude trade investments (see entry under 'Fixed Assets.')
1968 Investments Include (in either 'other and unclassified securities' or 'unquoted') trade investments.

§So far are shown separately.

(*Continued on next page*)

WORK OF BRITISH STANDARDS INSTITUTION

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COMPANY FINANCE, *continued*

Table 2. Quoted companies – sources of company funds
Accounts received between July 1 and September 30, 1969

£ thousand (% of total in italics)

	Manufacturing industries				Manufacturing, distribution, etc.			
	1967		1968		1967		1968	
Number of companies	350		318		455		415	
Sources of funds:								
Proceeds from issue of loan and share capital	141,214	*9·6*	134,133	*7·9*	157,428	*9·2*	155,593	*7·6*
For cash								
of which: *Ordinary shares*	(28,843)	*(2·0)*	(87,146)	*(5·2)*	(29,536)	*(1·7)*	(97,976)	*(4·8)*
Preference, etc., shares	(–15,540)	*–(1·1)*	(–4,541)	*(–0·3)*	(–16,117)	*(–0·9)*	(–9,683)	*(–0·5)*
Long-term loans	(127,911)	*(8·7)*	(51,528)	*(3·0)*	(144,009)	*(8·4)*	(67,300)	*(3·3)*
In exchange for subsidiaries	290,427	*19·8*	486,953	*28·8*	308,942	*18·0*	573,217)	*27·9*
of which: *Ordinary shares*	(203,033)	*(13·9)*	(341,189)	*(20·2)*	(213,419)	*(12·4)*	(420,820)	*(20·5)*
Preference, etc., shares	(6,119)	*(0·4)*	(2,080)	*(0·1)*	(7,198)	*(0·4)*	(2,401)	*(0·1)*
Long-term loans	(81,275)	*(5·6)*	(143,684)	*(8·5)*	(88,325)	*(5·1)*	(149,996)	*(7·3)*
Total receipts from issues	431,641	*29·5*	621,086	*36·7*	466,370	*27·2*	728,810	*35·5*
Increase in short-term credit:								
Increase in amount owing to banks	44,644	*3·0*	67,657	*4·0*	39,014	*2·3*	101,142	*4·9*
Increase in trade and other creditors, etc.	180,972	*12·4*	113,403	*6·7*	219,132	*12·8*	145,790	*7·1*
Total increase in short-term credit	225,616	*15·4*	181,060	*10·7*	258,146	*15·0*	246,932	*12·0*
Internal sources: income from trading and other activities:								
Gross trading profit	697,930	*47·7*	785,805	*46·5*	866,155	*50·4*	961,715	*46·8*
Income from trading investments	9,292	*0·6*	—	—	10,213	*0·6*	—	—
Income from other investments	28,814	*2·0*	36,518	*2·2*	34,163	*2·0*	44,001	*2·1*
Prior year adjustments other than tax	1,705	*0·1*	–342	—	3,236	*0·2*	–180	—
Other capital receipts	69,141	*4·7*	56,790	*3·4*	78,435	*4·6*	62,952	*3·1*
Other income	41	—	9,606	*0·6*	751	—	10,938	*0·5*
Total income from trading and other activities	806,923	*55·1*	888,377	*52·6*	992,953	*57·8*	1,079,426	*52·5*
Total sources of funds	1,464,180	*100·0*	1,690,523	*100·0*	1,717,469	*100·0*	2,055,168	*100·0*

Table 3. Quoted companies – appropriation of trading and other income
Accounts received between July 1 and September 30, 1969

£ thousand (% of total in italics)

	Manufacturing industries				Manufacturing, distribution, etc.			
	1967		1968		1967		1968	
Number of companies	350		318		455		415	
Appropriation of trading and other income:								
Depreciation provisions	180,416	*22·4*	202,393	*22·8*	225,823	*22·7*	250,279	*23·2*
Amounts written off	7,030	*0·9*	7,186	*0·8*	7,198	*0·7*	7,768	*0·7*
Taxation	210,532	*26·1*	251,054	*28·3*	258,299	*26·0*	305,431	*28·3*
of which: *Current UK taxation*	(147,757)	*(18·3)*	(351,302)	*(39·5)*	(185,708)	*(18·7)*	(438,811)	*(40·7)*
Increase in future tax reserves	(22,351)	*(2·8)*	(–148,786)	*(–16·7)*	(28,385)	*(2·9)*	(–186,355)	*(–17·3)*
Overseas taxation	(45,734)	*(5·7)*	(53,539)	*(6·0)*	(51,114)	*(5·1)*	(59,955)	*(5·6)*
Less: Prior year tax adjustments	(5,310)	*(0·7)*	(5,001)	*(0·6)*	(6,908)	*(0·7)*	(6,980)	*(0·6)*
Interest on long-term loans	47,848	*5·9*	56,965	*6·4*	58,881	*5·9*	69,441	*6·4*
Dividends – gross								
Ordinary	197,138	*24·4*	206,051	*23·2*	244,533	*24·6*	254·431	*23·6*
Preference, etc.	12,106	*1·5*	11,482	*1·3*	15,066	*1·5*	13,727	*1·3*
Retained profits and other capital receipts	151,853	*18·8*	153,246	*17·3*	183,153	*18·4*	178,349	*16·5*
Total appropriations of trading and other income	806,923	*100·0*	888,377	*100·0*	992,953	*100·0*	1,079,426	*100·0*

No adjustment has been made for those companies whose accounts estimated a rate of Corporation Tax of 42½ per cent for 1968/69, instead of 45 per cent as in the 1969 Budget.

Table 4. Quoted companies – uses of company funds
Accounts received between July 1 and September 30, 1969

£ thousand (% of total in italics)

	Manufacturing industries				Manufacturing, distribution, etc.			
	1967		1968		1967		1968	
Number of companies	350		318		455		415	
Uses of funds:								
Payments out of income:								
Taxation payments	177,850	*12·1*	213,980	*12·7*	218,547	*12·7*	257,180	*12·5*
Dividend distributions – gross	202,592	*13·8*	216,286	*12·8*	252,528	*14·7*	267,401	*13·0*
Interest on long-term loans	47,555	*3·2*	56,786	*3·4*	58,591	*3·4*	69,257	*3·4*
Total payments out of income	427,997	*29·2*	487,052	*28·8*	529,666	*30·8*	593,838	*28·9*
Expenditure on fixed assets, etc.:								
Tangible fixed assets	318,256	*21·7*	350,919	*20·8*	396,225	*23·1*	435,866	*21·2*
Adjustments due to consolidation	–21,289	*–1·5*	–8,461	*–0·5*	–27,682	*–1·6*	–16,517	*–0·8*
Intangible assets	8,887	*0·6*	16,480	*1·0*	9,543	*0·6*	17,501	*0·9*
Trade investments	–122,969	*–8·4*	–62,858	*–3·7*	–139,724	*–8·1*	–75,370	*–3·7*
Acquisition of subsidiaries	343,140	*23·4*	546,788	*32·3*	375,224	*21·8*	653,711	*31·8*
of which: *By issue of shares and loans*	(290,427)	*(19·8)*	(486,953)	*(28·8)*	(308,942)	*(18·0)*	(573,217)	*(27·9)*
By cash	(52,713)	*(3·6)*	(59,835)	*(3·5)*	(66,282)	*(3·9)*	(80,494)	*(3·9)*
Other expenditure on capital account	24,436	*1·7*	31,379	*1·9*	26,238	*1·5*	34,701	*1·7*
Total expenditure on fixed assets, etc.	550,461	*37·6*	874,247	*51·7*	639,824	*37·3*	1,049,892	*51·1*
Increase in current assets, etc.:								
Increase in stocks	156,551	*10·7*	91,372	*5·4*	166,211	*9·7*	119,304	*5·8*
Increase in trade and other debtors, etc.	174,404	*11·9*	141,351	*8·4*	207,219	*12·1*	176,403	*8·6*
Increase in liquid resources	154,767	*10·6*	96,501	*5·7*	174,549	*10·2*	115,731	*5·6*
of which: *Tax reserve certificates*	(369)	*(—)*	(–3,464)	*(–0·2)*	(1,173)	*(0·1)*	(–3,462)	*(–0·2)*
Other investments	(128,757)	*(8·8)*	(75,315)	*(4·5)*	(144,889)	*(8·4)*	(87,815)	*4·3*
Cash, etc.	(25,641)	*(1·8)*	(24,650)	*(1·5)*	(28,487)	*(1·7)*	(31,378)	*1·5*
Total increase in current assets	485,722	*33·2*	329,224	*19·5*	547,979	*31·9*	411,438	*20·0*
Total uses of funds	1,464,180	*100·0*	1,690,523	*100·0*	1,717,469	*100·0*	2,055,168	*100·0*

Table 1A. Quoted companies – balance sheet summary
Accounts received up to September 30, 1969

£ thousand

Balance sheet at end of year	Manufacturing Industries 1967	Manufacturing Industries 1968	Manufacturing and Distribution, etc. 1967	Manufacturing and Distribution, etc. 1968
Number of companies†	1,142	1,058	1,530	1,426
Fixed assets:				
Tangible fixed assets net	7,986,646	8,419,360	9,994,438	10,663,535
Goodwill	526,100	782,977	680,338	964,594
Trade investments‡	707,995	—	768,263	—
Investment in unconsolidated subsidiaries	45,336	53,030	48,666	55,719
Total fixed assets, net	9,266,077	9,255,367	11,491,705	11,683,848
Current assets:				
Stocks and work in progress	4,936,486	5,236,798	5,820,570	6,227,807
Trade and other debtors, etc.	4,461,046	5,043,396	5,369,230	6,089,054
Investments‡	431,095	1,265,784	480,497	1,379,768
of which:				
British government securities§	38,974	13,827	40,873	14,479
Loans to local authorities§	11,494	11,045	12,794	12,890
Other and unclassified quoted securities	241,253	670,541	264,830	711,615
Unquoted	139,374	570,371	162,000	640,784
Tax reserve certificates§	41,875	29,267	49,989	35,504
Treasury bills§	682	1,566	968	1,566
Cash	721,514	822,935	906,865	1,027,216
Total current assets	10,592,698	12,399,746	12,628,119	14,760,915
Less **Current liabilities:**				
Bank overdrafts and loans	1,207,642	1,341,255	1,486,416	1,682,632
Trade and other creditors etc.	3,289 581	3,704,687	4,178,209	4,732,141
Dividends and interest due – gross	399,888	408,567	503,927	517,173
Current taxation	531,391	1,184,376	651,588	1,474,910
Total current liabilities	5,428,502	6,638,885	6,820,140	8,406,856
Net current assets	5,164,196	5,760,851	5,807,979	6,354,059
Total net assets	14,430,273	15,016,228	17,299,684	18,037,907
Represented by:				
Future tax reserves	525,297	24,138	653,914	19,238
Long-term loans	2,643,782	3,026,630	3,120,812	3,550,653
Minority interests in subsidiaries	482,142	539,232	566,261	643,408
Shareholders' interest:	10,779,052	11,426,228	12,958,697	13,824,608
of which:				
Ordinary shares	4,323,023	4,375,729	5,179,548	5,255,455
Preference, etc., shares	558,532	492,706	690,906	612,653
Capital and revenue reserves	5,658,536	6,277,494	6,810,342	7,626,860
Tax equalization reserve	238,961	280,299	277,901	329,640
Accumulated depreciation on fixed assets	4,682,499	5,184,299	5,440,676	6,021,737
Contracts for capital expenditure not provided for	494,111	554,538	598,218	690,012

† The 1967 figures include companies which were independent in that year but which were acquired in 1968 by another company in the population.

‡ Under the Companies Act, 1967, companies having a financial year ended on or after January 27, 1968, are no longer required to show separately their holdings of trade investments. To accommodate this change in accounting procedure in this table:
1967 Investments exclude trade investments (see entry under 'Fixed assets').
1968 Investments include (in either 'other and unclassified securities' or 'unquoted') trade investments.

§ So far as shown separately.

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Table 2A. Quoted companies – sources of company funds
Accounts received up to September 30, 1969

£ thousand (% of total in italics)

	Manufacturing Industries 1967		Manufacturing Industries 1968		Manufacturing, Distribution, etc. 1967		Manufacturing, Distribution, etc. 1968	
Number of companies	1,142		1,058		1,530		1,426	
Sources of funds:								
Proceeds from issue of loan and share capital:								
For cash	414,070	*11·0*	293,627	*6·4*	460,607	*10·3*	357,728	*6·4*
of which: *Ordinary shares*	(58,002)	*(1·5)*	(155,567	*(3·4)*	(58,798)	*(1·3)*	(211,064)	*(3·8)*
Preference, etc., shares	(–9,812)	*(–0·3)*	(–40,976)	*(–0·9)*	(–19,865)	*(–0·4)*	(–49,224)	*(–0·9)*
Long-term loans	(365,880)	*(9·8)*	(179,036)	*(3·9)*	(421,674)	*(9·4)*	(195,888)	*(3·5)*
In exchange for subsidiaries	443,611	*11·8*	861,979	*18·8*	474,731	*10·6*	1,021,067	*18·2*
of which: *Ordinary shares*	(288,938)	*(7·7)*	(629,992)	*(13·8)*	(306,746)	*(6·8)*	(758,052)	*(13·5)*
Preference, etc., shares	(6,594)	*(0·2)*	(6,308)	*(0·1)*	(8,702)	*(0·2)*	(8,190)	*(0·1)*
Long-term loans	(148,079)	*(4·0)*	(255,679)	*(4·9)*	(159,283)	*(3·6)*	(254,825)	*(4·5)*
Total receipts from issues	857,681	*22·9*	1,155,606	*25·3*	935,338	*20·9*	1,378,795	*24·5*
Increase in short-term credit:								
Increase in amount owing to banks	45,642	*1·2*	125,159	*2·7*	50,217	*1·1*	189,796	*3·4*
Increase in trade and other creditors, etc.	325,747	*8·7*	392,845	*8·6*	412,667	*9·2*	517,976	*9·2*
Total increase in short-term credit	371,389	*9·9*	518,004	*11·3*	462,884	*10·3*	707,772	*12·6*
Internal sources- income from trading and other activities:								
Gross trading profit	2,158,744	*57·6*	2,527,138	*55·3*	2,685,732	*59·9*	3,117,472	*55·5*
Income from trade investments	54,596	*1·5*	—	—	59,967	*1·3*	—	—
Income from other investments	55,020	*1·5*	134,046	*2·9*	66,140	*1·5*	155,715	*2·7*
Prior year adjustments other than tax	2,612	*0·1*	796	—	4,942	*0·1*	893	—
Other capital receipts	245,350	*6·5*	225,005	*4·9*	264,997	*5·9*	244,228	*4·3*
Other income	3,369	*0·1*	12,532	*0·3*	4,101	*0·1*	15,260	*0·3*
Total income from trading and other activities	2,519,691	*67·2*	2,899,517	*63·4*	3,085,879	*68·8*	3,533,568	*62·9*
Total sources of funds	3,748,761	*100·0*	4,573,127	*100·0*	4,484,101	*100·0*	5,620,135	*100·0*

(*Continued on next page*)

COMPANY FINANCE, *continued*

Table 3A. Quoted companies – appropriation of trading and other income
Accounts received up to September 30, 1969

£ thousand (% of total in italics)

	Manufacturing Industries				Manufacturing, Distribution, etc.			
	1967		1968		1967		1968	
Number of companies	1,142		1,058		1,530		1,426	
Appropriation of trading and other income:								
Depreciation provisions	642,345	*25·5*	723,266	*24·9*	774,905	*25·1*	865,953	*24·5*
Amounts written off	9,024	*0·4*	8,626	*0·3*	10,073	*0·3*	9,646	*0·3*
Taxation	628,942	*25·0*	773,750	*26·7*	784,032	*25·4*	963,979	*27·3*
of which: *Current UK taxation*	(451,786)	*(17·9)*	(1,072,106)	*(37·0)*	(578,832)	*(18·8)*	(1,359,593)	*(38·5)*
Increase on future tax reserves	(55,251)	*(2·2)*	(–458,899)	*(–15·8)*	(71,173)	*(2·3)*	(–577,077)	*(–16·3)*
Overseas taxation	(136,623)	*(5·4)*	(172,316)	*(5·9)*	(153,357)	*(5·0)*	(198,040)	*(5·6)*
Less: Prior year tax adjustments	(14,718)	*(0·6)*	(11,773)	*(0·4)*	(19,330)	*(0·6)*	(16,577)	*(0·5)*
Interest on long-term loans	145,723	*5·8*	181,077	*6·2*	176,958	*5·7*	212,914	*6·0*
Dividends – gross:								
Ordinary	596,740	*23·7*	623,696	*21·5*	747,891	*24·2*	783,545	*22·2*
Preference, etc.	35,019	*1·4*	33,066	*1·1*	44,034	*1·4*	41,187	*1·2*
Retained profits and other capital receipts	461,898	*18·3*	556,036	*19·2*	547,986	*17·8*	656,344	*18·6*
Total appropriations of trading and other income	2,519,691	*100·0*	2,899,517	*100·0*	3,085,879	*100·0*	3,533,568	*100·0*

No adjustment has been made for thos companies whose accounts estimated a rate of Corporation Tax of 42½ per cent for 1968/69, instead of 45 per cent as in the 1969 Budget.

Table 4A. Quoted companies – uses of company funds
Accounts received up to September 30, 1969

£ thousand (% of total in italics)

	Manufacturing Industries				Manufacturing, Distribution, etc.			
	1967		1968		1967		1968	
Number of companies	1,142		1,058		1,530		1,426	
Uses of funds:								
Payments out of income:								
Taxation payments	531,981	*14·2*	611,897	*13·4*	667,297	*14·9*	756,040	*13·5*
Dividend distributions – gross	615,532	*16·4*	651,500	*14·2*	770,372	*17·2*	814,892	*14·5*
Interest on long-term loans	144,786	*3·9*	179,337	*3·9*	175,969	*3·9*	211.101	*3·8*
Total payments out of income	1,292,299	*34·5*	1,442,734	*31·5*	1,613,638	*36·0*	1,782,033	*31·7*
Expenditure on fixed assets, etc.:								
Tangible fixed assets	1,037,254	*27·7*	1,119,444	*24·5*	1,280.011	*28·5*	1,383,082	*24·6*
Adjustments due to consolidation	–54,108	*–1·4*	–64,498	*–1·4*	–72,775	*–1·6*	–87,269	*–1·6*
Intangible assets	7,768	*0·2*	23,161	*0·5*	10,448	*0·2*	23,480	*0·4*
Trade investments	–91,420	*2·4*	–647,915	*–14·2*	–109,149	*–2·4*	–706,401	*–12·6*
Acquisition of subsidiaries	576,381	*15·4*	1,041,408	*22·8*	635,699	*14·2*	1,250,807	*22·3*
of which: *By issue of shares and loans*	(443,611)	*(11·8)*	(861,979)	*(18·8)*	(474,731)	*(10·6)*	(1,021,067)	*(18·2)*
By cash	(132,770)	*(3·5)*	(179,429)	*(3·9)*	(160,968)	*(3·6)*	(229,740)	*(4·1)*
Other expenditure on capital account	49,930	*1·3*	66,246	*1·4*	57,598	*1·3*	77,290	*1·4*
Total expenditure on fixed assets, etc.	1,525,805	*40·7*	1,537,846	*33·6*	1,801,832	*40·2*	1,940,989	*34·5*
Increase in current assets, etc.:								
Increase in stocks	228,795	*6·1*	268,135	*5·9*	252,916	*5·6*	364,678	*6·5*
Increase in trade and other debtors, etc.	436,389	*11·6*	545,150	*11·9*	513,714	*11·5*	679,599	*12·1*
Increase in liquid resources	265,473	*7·1*	779,262	*17·0*	302,001	*6·7*	852,836	*15·2*
of which: *Tax reserve certificates*	(12,465)	*(0·3)*	(–11,869)	*(–0·3)*	(14,659)	*(0·3)*	(–13,254)	*(–0·2)*
Other investments	(138,813)	*(3·7)*	(691,438)	*(15·1)*	(153,956)	*(3·4)*	(750,178)	*(13·3)*
Cash, etc.	(114,195)	*(3·0)*	(99,693)	*(2·2)*	(133,386)	*(3·0)*	(115,912)	*(2·1)*
Total increase in current assets	930,657	*24·8*	1,592,547	*34·8*	1,068,631	*23·8*	1,897,113	*33·8*
Total uses of funds	3,748,761	*100·0*	4,573,127	*100·0*	4,484,101	*100·0*	5,620,135	*100·0*

Economic Trends

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Table 5. Expenditure by quoted companies on acquiring subsidiary companies – 1965 to 1968

£ million

	Manufacturing Industries				Manufacturing and Distribution			
	Final figures			Accounts received up to Sept. 30, 1969				Accounts received up to Sept. 30, 1969
	1965	1966	1967	1968	1965	1966	1967	1968
Expenditure during the year on acquiring subsidiaries	432·8	389·2	755·1	1,112·0	507·4	446·8	822·4	1,326·9
of which: *Total shares*	225·2	245·4	515·1	856·0	264·8	264·2	540·4	1,012·3
Ordinary	173·2	185·1	335·2	625·9	206·4	201·5	352·3	750·9
Preference	9·6	1·3	6·7	5·2	10·1	1·5	8·6	6·5
Long-term loans	42·4	59·0	173·2	224·9	48·3	61·1	179·5	254·9
Cash	207·6	143·8	239·9	256·0	242·5	182·6	282·0	341·7
Previous trade investment	8·5	10·0	18·9	35·0	10·0	12·0	29·1	37·7
Total expenditure on subsidiaries acquired during the year	441·3	399·2	774·1	1,147·0	517·4	458·8	851·5	1,364·6
Total expenditure on quoted companies acquired during the year	317·5	311·2	623·5	934·2	349·8	334·1	657·8	1,102·2
Number	(59)	(56)	(75)	(95)	(75)	(78)	(97)	(120)
Net book value	235·3	213·6	447·2	482·5	254·5	235·0	482·7	572·4
of which: *Net tangible assets*	207·0	141·8	273·0	326·2	226·4	159·2	355·1	400·9
Current assets less *current and other liabilities*	19·2	36·6	169·7	122·3	18·5	38·6	118·5	111·8
Other assets	9·1	35·2	4·5	34·0	9·6	37·2	9·1	59·7
Reconciliation of total expenditure and net book value:								
Excess payment	91·0	107·1	183·2	464·7	104·5	111·3	190·4	545·8
Excess book value	–8·8	–9·5	–6·9	–13·0	–9·2	–12·2	–15·3	–16·0
Total expenditure on non-quoted companies acquired during the year	123·9	88·0	150·8	212·8	167·6	124·7	193·7	262·4
Number	(605)	(514)	(450)	(390)	(920)	(727)	(666)	(572)
Net book value	88·3	63·6	111·8	157·8	116·3	89·4	144·1	191·6
Reconciliation of total expenditure and net book value:								
Excess payment	39·5	28·1	45·0	60·6	55·6	39·9	59·0	77·4
Excess book value	–3·9	–3·7	–6·0	–5·6	–4·3	–4·6	–9·4	–6·6
Expenditure during the year on acquiring subsidiaries	432·8	389·2	755·1	1,112·0	507·4	446·8	822·4	1,326·9
Less: Proceeds from the sale of subsidiaries	30·7	66·6	101·2	104·5	42·1	80·3	120·8	114·8
Plus: Expenditure on acquiring minority interests (*less* proceeds from the disposal of minority interests) and amounts written off existing subsidiaries, less upward revaluation of subsidiaries	19·0	25·0	29·4	33·9	28·1	30·7	37·8	38·6
Equals: Expenditure on acquiring subsidiaries	421·1	347·6	683·3	1,041·4	493·4	397·2	739·4	1,250·8
(as recorded in the Board of Trade series 'Sources and Uses of Company Funds' – Table 3 in this article for 1968				576·4†				635·7†

† Expenditure by same companies in 1967.

Table C. Investment grants

The accounts analysed dealt with investment grants as below:

Treatment	Accounts received between July 1 and September 30, 1969.		Accounts received up to September 30, 1969	
	No. of Companies	£ million	No. of Companies	£ million
Grant deducted from gross asset cost	150	31·1	538	107·1
Credit direct to profit and loss account	†3	0·1	‡26	1·9
Grant credited to reserves of which:	99	14·2	321	60·3
Transferred to profit and loss account or tax equalization	(80)	(5·3)	(230)	(23·1)
Grant received but amount not stated	10	—	103	—
No reference to grant in accounts	154	—	453	—
Total	415	45·4	1,426	169·3

† Of which one company also deducted grants from the gross asset cost.
‡ Of which 15 companies also deducted grants from the gross asset cost.

Notes:

Tables 1-4 and 1A present an analysis of accounts for the year 1968 (with comparable figures for 1967) based on accounts received by the Board of Trade in the third quarter of 1969 and during the 12 months up to September 30, 1969, respectively.

The figures are not quarterly in the sense of representing experience during the quarter; a company's accounts relate to a year's experience and the average period reflected in an aggregation of company accounts will depend on the spread of accounting dates represented by the accounts. In general, accounts received in a later quarter represent annual experience centred on a later date than those received in an earlier quarter; but since there is a seasonal pattern in industrial accounting dates, comparisons between figures published in successive quarters will reflect these seasonal factors as well as the underlying trend. There is also great variability in experience between companies, and this can influence the comparisons between figures for different quarters.

The companies included are those with assets of £0.5 million or more, or income of £50,000 or more, whose shares were quoted on a United Kingdom stock exchange at the end of 1964 and which are mainly engaged in the United Kingdom in manufacturing, distribution, construction, transport and certain other services. Companies whose main interests are in agriculture, shipping, insurance, banking, finance and property, and those operating wholly or mainly overseas, are not included. Wherever possible the accounts used in the analysis are the consolidated accounts of groups of companies, including the balance sheet and the profit and loss accounts of subsidiary companies within each group,

The statistics are not, therefore, confined to activities in the United Kingdom since over one-quarter of the companies are known to have subsidiaries operating overseas whose accounts are consolidated with those of the group. The 1967 figures include companies which were independent in that year but which were acquired in 1968 by another company in the population.

Because of rounding, the total of a row or column may not be exactly equal to the sum of its components.

Detailed figures corresponding to those in Table 1A-4A accompanying this article for each of 22 industry groups will be published at the end of this year in the first issue of 'Company Finance' in the Board of Trade Business Monitor series.

Table 5 presents an analysis of the expenditure by quoted companies on acquiring subsidiary companies and is in the same form as Table 2 of 'Acquisition and Amalgamations of Quoted Companies 1962-1963' (*Economic Trends*, November 1965).

Changes in presentation

The tables in the present article reflect the revised system of analysis applied to accounts for 1964 and later years. The main alterations to the headings shown in this and previous articles are described in the *Board of Trade Journal* of November 4, 1966, page 1140.

Previous sources of statistical information derived from companies' published accounts

Earlier data have been published in a variety of ways. All publications mentioned are published by HMSO, except where indicated. The abbreviation SIPEP is used for Statistics on Incomes, Prices, Employment and Production (published by HMSO for the Ministry of Labour and subsequently the Department of Employment and Productivity).

QUOTED COMPANIES

General financial anlysis (comprising aggregate balance sheets, appropriation accounts and an analysis of the sources and uses of funds).

Quarterly statistics

Cumulative summary figures up to and including the latest quarter are published each month by the Central Statistical Office in *Financial Statistics* (with corresponding figures for a year earlier).

Quarterly summary figures have been published, with a commentary, in the *Board of Trade Journal* since December 7, 1962, usually in February, May, August and November. This series of articles is being discontinued after the end of 1969.

(*Continued on next page*)

Annual statistics

For 1949-1953, statistics were published for 21 industry groups, together with a commentary, by the National Institute of Economic and Social Research in *Company Income and Finince*, 1949-53.

From 1954-62, summary figures were published with a commentary in the following issues of *Economic Trends:* February 1958; February 1959; December 1959; December 1960; November 1961; April 1962; December 1963. The most useful is the article in the issue of April 1962 which contains a linked series of figures for the period 1949-60.

The *Economic Trends* articles gave no industry detail. Similiar figures for 22 industry groups were prepared in duplicate form, and are available on application to the Board of Trade Statistics Division, Room 409, Companies House, 55-71, City Road, London, E.C.1.

Statistics for the period 1950-60 are summarized also in Part C of the first issue of *SIPEP*. Summary figures by industry for 16 industries were also published in Part C of the first issue of *SIPEP* in April 1962 (which also gave some derived statistics, referred to below).

Since then, annual figures for up to 22 industry groups have been published in *SIPEP* as follows (the references being to the issue in which the final figures for the year first appeared):-

	Issue of
1960-61	December 1963
1962	December 1964
1963	September 1965
1964	June 1966
1965	June 1967
1966	June 1968

Intervening isues of *SIPEP* contained cumulative figures for past years, which are now of little interest.

(Publication of *SIPEP* was discontinued after June 1969. Final figures for 1967 will be published in 'Company Finance' in the Business Monitor later this month).

Rates of return on assets

For years from 1950-60 estimates were publshed together with the general summary figures. From 1959-67, the figures for different industry groups have appeared each year in the March issue of *SIPEP* (starting in March, 1963, and finishing in March, 1969).

Estimates of rates of return on assets at current prices were given in an article in the *Board of Trade Journal* of February 11, 1966.

Financing of growth

Short summary tables for years from 1960-67 appeared annually in the March issue of *SIPEP*, from March, 1964, to March, 1969.

An article on 'Internal and External Sources of Company Finance' was published in *Economic Trends* for February, 1966.

Expenditure on acquisitions

A summary covering the years 1954-61 was published in *Economic Trends* for April, 1963. (Correspondng figures for industry groups are available from the Board of Trade Statistics Division).

Figures for 1962-63 were given in *Economic Trends* for November, 1965.

Summary figures from 1962 up to 1968 have been given in the last of the *Board of Trade Journal* articles each year from 1966 to 1969, and a series on 'Company acquisitions of Subsidiaries' was published in the *Bank of England Quarterly Bulletin* from December, 1966, until September, 1969. Publication of these analyses has now been discontinued and replaced by a more up-to-date series based on published reports of large acquisitions, and mergers, supplemented by inquiry in particular cases. The new series of estimates are given, with an industry breakdown, in the *Board of Trade Journal* seven to ten weeks after the end of each quarter, starting in 1969.

Property companies

Financial analyses for quoted property companies have been published in the *Board of Trade Journal* for December 20, 1963, and November 6, 1964, covering years from 1960-63. Figures for years from 1964 onwards for quoted and non-quoted property companies combined are published for the first time in 'Company Finance' in the Business Monitor series at the end of this year.

Financial statistics for individual companies

The main financial figures taken from the consolidated accounts were set out for some 1,300 large companies for the year 1957, and for some 1,900 large companies for the years 1960 and 1963, the companies being ranked by size of net assets and by income, in the following publications:-

Company Assets and Income in 1957;
Company Assets, Income and Finance in 1960;
Company Assets, Income and Finance in 1963.

Articles discussing these volumes were published in the *Board of Trade Journal* for December 16, 1960, November 30, 1962 and August 27, 1965.

Dispersion tables

The publications listed above also give dispersion tables. Dispersions are given, by industry group, for net assets, income, growth in net assets, retentions as a percentage of growth in net assets, and the ratio of income to gross assets.

Trade investments

An analysis of the trade investments of quoted companies was given in an article in *Economic Trends* for May, 1966.

NON-QUOTED COMPANIES

The figures for about 35 really large non-quoted companies (mainly companies controlled overseas) were incorporated in the analysis for quoted companies in the period 1949-60. A list of the companies then included was published in *Company Assets and Income in* 1957.

Annual figures

The analysis for a larger sample of non-quoted companies started in 1960, and results for 1960-62 were published in *Economic Trends* for February, 1965.

Subsequently, statistics have been published in *SIPEP* as follows, (the references being to the issue in which the final figures for the year first appeared):-

	Issue of
1960-62	March, 1965
1963	September, 1965
1964	June, 1966
1965	September, 1967
1966	September, 1968

From 1960-64, the analysis covered about 430 companies (including seven property companies). From 1964-66, it covered about 850 companies (including 22 property companies).

Final figures for non-quoted companies in 1967 will appear in 'Company Finance' in the Business Monitor series later this month.

EXEMPT PRIVATE COMPANIES

A financial analysis was made some years ago by the Inland Revenue of a sample of over 1,600 private companies with profits of £4,000 or more, which were then exempt from submitting copies of their accounts to the Registrars of Companies.

Results covering the years 1959-62 were published in the issue of *Economic Trends* for November, 1967, under the title 'Patterns of Company Finance.'

This Anglo-Continental Transport (European) Ltd. vehicle is one of a fleet operating with the firm's own drivers throughout Europe and the Middle East. So far this year they have carried British goods to France, Sweden, Italy, Belgium, Netherlands and Iran. The company will shortly begin operation to Spain, and have plans to increase its fleet early in the New Year.

Car and commercial vehicle production again hit by strikes

THE MINISTRY of Technology have announced that in October output of both cars and commercial vehicles was again severely affected by industrial disputes. The average weekly recorded rate of production of cars was 18 per cent lower than in October 1968, as a result of a 31 per cent fall in home market production slightly offset by a 2 per cent rise in production for export. (October 1969 was a five-week period whereas October 1968 covered four weeks' production only). Commercial vehicle production was down by 9 per cent compared with the average weekly rate a year earlier, with home market production 14 per cent lower and production for export 2 per cent lower.

In the 44 weeks to November 1, 1969, the average rate of car production, at 32,724 vehicles a week, was 6 per cent lower than in the 43 weeks ended October 26, 1968. The rate of output for the home market was 13 per cent lower than last year but export production was higher by 4 per cent. Commercial vehicle production averaged 8,717 a week, 13 per cent more than last year, with home market production up by 4 per cent and export production up by 29 per cent.

In seasonally-adjusted terms, car production continued to fall in October and the trend shown by the three-month average figures was downwards for both home and export markets. The average in the latest three months (August-October) was 5 per cent lower than in the preceding three months, with declines of 3 per cent in home market production and 6 per cent in production for export.

On a similar seasonally-adjusted basis commercial vehicle production also showed a further fall in October. As with cars, the level was lower on average in the latest three months than in the preceding three months, reflecting declines of 6 per cent in home market production and 12 per cent in production for export.

Table 1. Recorded production

Production figures of road motor vehicles cover complete vehicles, chassis with engines for delivery as such and unassembled vehicles for export. Road tractors are included but batter operated road vehicles are excluded.
Production for export may differ from actual exports as recorded in the Overseas Trade Accounts because of differences in timing and coverage.

	No. of Weeks	Passenger Cars (including taxis)				Commercial Road Vehicles			
		Totals	Home	Export	Weekly Average	Totals	Home	Export	Weekly Average
1963	52	1,607,939	958,766	649,173	30,922	403,781	238,876	164,905	7,765
1964	53	1,867,640	1,161,886	705,754	35,238	464,736	285,332	179,404	8,769
1965	52	1,722,045	1,069,374	652,671	33,116	455,216	280,976	174,240	8,754
1966	52	1,603,679	978,684	624,995	30,840	438,675	260,614	178,061	8,436
1967	52	1,552,013	988,273	563,740	29,846	385,106	245,692	139,414	7,406
1968	52	1,815,936	1,013,163	802,773	34,922	409,186	259,331	149,855	7,869
1966 1st quarter	13	462,461	294,287	168,174	35,574	120,380	75,662	44,718	9,260
2nd quarter	13	484,147	309,350	174,797	37,242	123,628	76,266	47,362	9,510
3rd quarter	13	334,143	206,248	127,895	25,703	96,886	56,128	40,758	7,453
4th quarter	13	322,928	168,799	154,129	24,841	97,781	52,558	45,223	7,522
1967 1st quarter	13	387,564	228,687	158,877	29,813	95,232	54,850	40,382	7,326
2nd quarter	13	446,537	281,652	164,885	34,349	104,215	66,929	37,286	8,016
3rd quarter	13	315,402	210,178	105,224	24,262	83,330	56,011	27,319	6,410
4th quarter	13	402,510	267,756	134,754	30,962	102,329	67,902	34,427	7,871
1968 1st quarter	13	467,555	269,925	197,630	35,966	104,276	67,055	37,221	8,021
2nd quarter	13	489,132	264,041	225,091	37,626	104,465	66,754	37,711	8,036
3rd quarter	13	389,586	215,398	174,188	29,968	88,469	56,719	31,750	6,805
4th quarter	13	469,663	263,799	205,864	36,128	111,976	68,803	43,173	8,614
1969 1st quarter	13	451,156	239,544	211,612	34,704	120,445	71,361	49,084	9,265
2nd quarter	13	485,246	245,936	239,310	37,327	126,325	74,032	52,293	9,717
3rd quarter	13	354,572	185,096	169,476	27,275	98,421	57,449	40,972	7,571
1968 July	4	111,067	60,040	51,027	27,767	25,235	16,287	8,948	6,309
August	4	100,780	57,227	43,553	25,195	21,343	13,235	8,108	5,336
September	5	177,739	98,131	79,608	35,548	41,891	27,197	14,694	8,378
October	4	145,965	90,289	55,676	36,491	33,858	21,299	12,559	8,465
November	4	150,382	83,520	66,862	37,596	35,583	21,825	13,758	8,896
December	5	173,316	89,990	83,326	34,663	42,535	25,679	16,856	8,507
1969 January	5	184,845	103,373	81,472	36,969	49,146	29,478	19,668	9,829
February	4	144,123	74,444	69,679	36,031	38,720	22,250	16,370	9,680
March	4	122,188	61,727	60,461	30,547	32,579	19,533	13,046	8,145
April	5	178,082	92,650	85,432	35,616	47,984	28,285	19,699	9,597
May	4	148,594	71,268	77,326	37,149	37,759	21,583	16,176	9,440
June	4	158,570	82,018	76,552	39,642	40,582	24,164	16,418	10,146
July	5	132,969	70,941	62,028	26,594	37,032	21,536	15,496	7,406
August	4	106,789	51,590	55,199	26,697	28,063	16,168	11,895	7,016
September	4	114,814	62,565	52,249	28,703	33,326	19,745	13,581	8,331
October	5	148,877	78,098	70,779	29,775	38,364	22,992	15,372	7,673

(*Continued on page* 1607)

Time Rates of Wages and Hours of Work

A volume of tables giving particulars of the minimum, or standard, time rates of wages for the more important industries and occupations, and of the normal weekly hours for which these rates are payable. The details given relate to the position as at 1st April, 1968, but any later changes known to have come into operation are shown. 37*s.* 6*d.* (*by post* 39*s.*)

Government publications can be purchased from the Government Bookshop in London (post orders to P.O. Box 569, *S.E.*1), *Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through any bookseller.*

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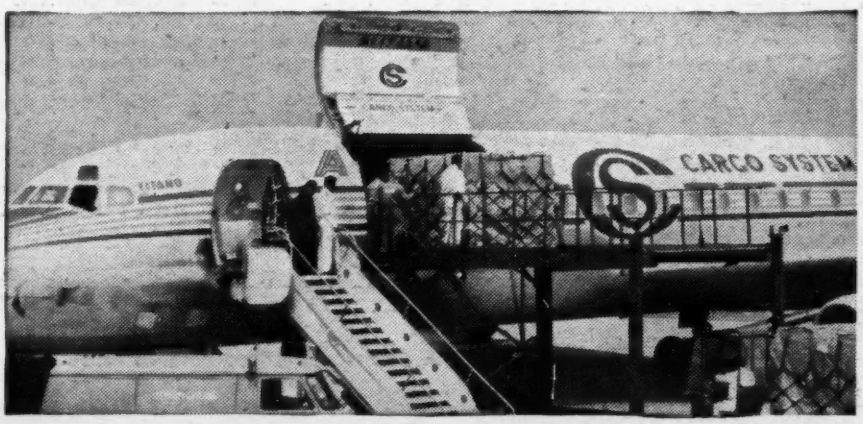

ALITALIA CARGO SYSTEM

Built from the ground up.

CARS AND COMMERCIAL VEHICLES, *continued*

Table 2. Production seasonally adjusted

Monthly averages — thousands

	Passenger Cars			Commercial Vehicles		
	Total	Home	Export	Total	Home	Export
1963	134	80	54	33·6	19·9	13·7
1964	156	97	59	38·7	23·8	15·0
1965	144	89	54	37·9	23·4	14·5
1966	134	82	52	36·6	21·7	14·8
1967	129	82	47	32·1	20·5	11·6
1968	151	84	67	34·1	21·6	12·5
1966 1st quarter	145	93	52	38·9	24·5	14·4
2nd quarter	145	92	53	38·2	23·3	14·9
3rd quarter	136	84	52	37·1	21·4	15·7
4th quarter	110	58	52	31·9	17·6	14·3
1967 1st quarter	123	73	50	31·4	18·2	13·3
2nd quarter	130	82	48	31·6	20·0	11·6
3rd quarter	127	84	43	31·7	21·1	10·6
4th quarter	138	91	46	33·6	22·7	11·0
1968 1st quarter	145	85	59	33·6	21·8	11·8
2nd quarter	145	78	67	32·6	20·6	12·0
3rd quarter	155	85	70	33·5	21·1	12·3
4th quarter	161	90	72	36·7	22·9	13·8
1969 1st quarter	141	76	65	38·7	23·1	15·6
2nd quarter	144	73	71	39·2	22·6	16·6
3rd quarter	146	75	71	39·0	22·5	16·5
1968 July	153	83	71	32·2	20·5	11·7
August	147	82	65	33·4	20·5	12·9
September	163	90	73	34·9	22·4	12·5
October	160	92	68	34·7	22·0	12·7
November	163	90	73	37·1	23·2	13·9
December	160	87	74	38·4	23·7	14·7
1969 January	160	90	70	43·5	26·2	17·3
February	144	78	66	40·2	23·8	16·3
March	119	59	59	32·4	19·3	13·1
April	141	74	67	40·0	23·5	16·5
May	141	67	74	37·9	21·4	16·5
June	148	77	72	39·7	23·0	16·7
July, August } Average	150	76	74	40·3	23·0	17·3
September	138	74	64	36·2	21·3	14·9
October	132	64	68	31·3	18·9	12·4
Average of:						
May-July 1969	147	74	73	39·3	22·5	16·8
August-October	140	71	69	35·9	21·0	14·9
Percentage increase	-5	-3	-6	-9	-6	-12

Business Monitor

THE FOLLOWING TITLES and issues of Business Monitor are now available and copies may be obtained by annual subscription from HMSO, PO Box 569, London, S.E.1.

Production Series:

Monthly at £1 a year post free:

Rubber for August 1969
Motor Cycles, Three-wheel Vehicles and Pedal Cycles for September 1969
Boxes, Cartons and Fibre Board Packing Cases for September 1969
Paper and Paper-making Materials for September 1969
Paper and Film Bags for September 1969
Wood Chipboard for October 1969

Quarterly at 7s. 6d. a year post free:

Linen for Third Quarter 1969
Brushes and Brooms for Second Quarter 1969
Soap and Synthetic Detergents for Third Quarter 1969

A complete list of titles in the Production Series was last published in the *Board of Trade Journal* on November 26, on page 1439.

Miscellaneous Series:

Monthly at £5 5s. a year post free:

Motor Vehicles Registrations for October 1969

Civil Aviation Series:

Airlines for July 1969

A complete list of titles in the Civil Aviation Series is as follows:

Airport Activity (M)
Air Passengers (M)
Air Freight and Mail (M)
Airlines (M)
Airlines (Q)
Domestic Passenger Traffic (Q)

BRITISH TOOLS FOR EARTHQUAKE TOWN

A consignment of pneumatic spaders and tools manufactured by Holman Brothers Ltd., Cornwall, being loaded at the company's London depot for despatch to the earthquake-stricken town of Banja Luka, Yugoslavia. The gift of equipment will help clearance and reconstruction in the area.

Board of Trade Business Monitor– Miscellaneous series: Company Finance

STATISTICS ON COMPANY FINANCE formerly published in the *Board of Trade Journal* and the Department of Employment and Productivity's series Statistics on Incomes, Prices, Employment and Production are being incorporated into the Business Monitor series of publications. The new series will be an annual one and the first issue will include a Balance Sheet Summary, Sources and Uses of Company Funds analysis and Appropriation of Trading and other Income for the following:

Quoted Companies – Final figures for 1964-1967.
Non-quoted Companies – Final figures for 1964-1967.
Quoted Companies – Provisional figures for 1968.
Quoted and Non-quoted Property Companies for 1960-1967.

The following analyses are also included:

Quoted Companies – Financing of growth and income and dividends as a percentage of assets for 1964-1968.
Non-quoted Companies – Financing of growth and income and dividends as a percentage of assets for 1964-1967.
Gross trading profits by industry group for 1964-1967.

A list of sources of previously published data in this field is also included.

The series is available from HMSO by subscripition only for 7s. 6d. per single copy. A bulk subscription is available at £7 for 25 copies or £12 for 50 copies.

The rates quoted include postage at inland rates or by surface mail to overseas addresses. An order form which should be forwarded to HMSO, PO Box 569, London, S.E.1, is published below.

I/We require.....copies of Business Monitor – Company Finance, and enclose a total remittance of.....or please charge to my/our account reference.....

Name.....

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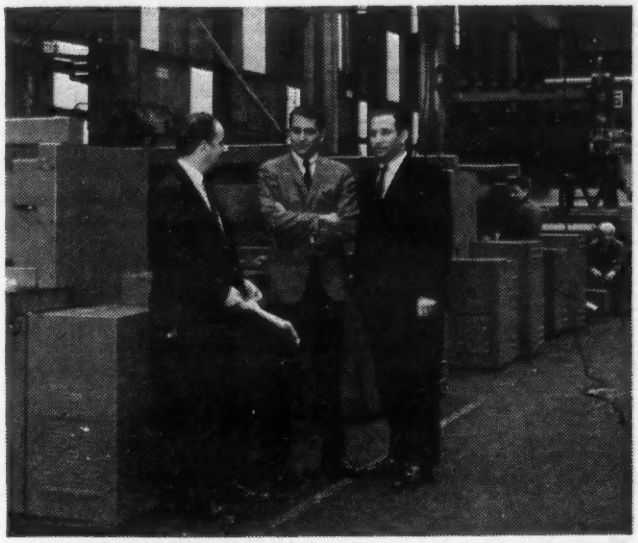
Production of man-made fibres in October

TOTAL PRODUCTION by weight of man-made fibres in October was 2 per cent more than in October 1968. Output of continuous filament was 6 per cent more and staple fibre was 1 per cent less.

Man-made fibre production million lb†

	Total	Continuous filament (singles)	Staple fibre
1964	825·2	378·1	447·1
1965	862·1	396·4	465·7
1966	881·6	411·4	470·2
1967	955·1	438·4	516·7
1968	1,188·6	533·0	655·7
1968 2nd quarter	298·4	135·1	163·3
3rd quarter	284·7	124·9	159·8
			174·2
1969 2nd quarter	316·8	142·6	
3rd quarter	277·3	126·9	150·3
1968 August	87·2	38·9	48·4
September	98·8	43·1	55·7
October	103·2	45·1	58·1
1969 August	89·1	40·8	48·3
September	95·7	43·2	52·5
October	105·0	47·7	57·3

† From July 1967 the production figures for continuous filament yarn are on an 'actual weight' basis; previously figures were on a 'delivered weight' basis which is approximately 3 per cent less than the corresponding 'actual weight'.



Pictured against a line of 'Scottish' guillotines being prepared for shipment to the United States is Mr. C. J. Lang (centre), president of Lang Machinery Co. Inc., Pittsburgh, United States, east coast main dealer for the Scottish Machine Tool Corporation Ltd. Mr. Lang has recently placed orders to the value of $150,000 with the Glasgow firm. Seen with Mr. Lang are Mr. J. H. H. Scobie (left), sales manager; and Mr. J. M. Morrison, managing director, Scottish Machine Tool Corporation Ltd.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 to 1966 during the week ended Friday, December 5 1969. Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
				BRITISH	
Carry On Again Doctor	Br/E 34508	89	December 1	Rank Film Distributors Ltd.	Ethiro Productions Ltd.
Sandy the Seal	Br/E 34511	70	December 2	Tigon Pictures Ltd.	Towers of London (Films) Ltd.
Movietone News 2113	Br/E 34325	8	December 5	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2113A	Br/E 34326	8	December 5	" "	" "
Pathe News 69-97	Br/E 34377	7	December 5	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe News 69-98	Br/E 34378	8	December 5	" "	" "
				FOREIGN	
99 Women	F 34509	70	December 2	Commonwealth United Entertainments (UK) Ltd.	Towers of London (Films) Ltd.
Paranoia	F 34510	89	December 2	"	Titanus Films, Rome.
Lust for Love (Mahlzeiten)	F 34512	74	December 3	Cinecenta Film Distributors Ltd.	Edgar Reitz, Hamburg.
A Run on Gold	F 34513	104	December 3	Cinerama International Releasing Organization.	Raymond Stross Productions Ltd.
How to Commit Marriage	F 34514	94	December 3	"	Naho Productions.
Trends	F 34515	10	December 4	Curzon Film Distributors Ltd.	Hungarofilm, Budapest.
The Madwoman of Chaillot	F 34516	137	December 4	Warner-Pathe Distributors Ltd.	Commonwealth United Corporation.

AMENDMENT TO THE REGISTER:
The playing time of the film 'The President's Analyst' (F 33590) registered on October 30, 1968, has been amended to 91 minutes.

REPORTS FOR UNITED KINGDOM EXPORTERS ON FIRMS OVERSEAS

INFORMATION ABOUT the commercial standing of overseas firms is available to you through the Board of Trade and is particularly useful in indicating whether a firm is suitable to act as your agent or representative. Many status reports are on record and where these need to be brought up to date or new reports obtained, this is rapidly done in collaboration with Diplomatic Service commercial officers abroad.

These reports can tell you of the local standing of firms overseas, the scope of their activities, and the size of their organization and their suitability to act as your representatives. The reports do not, however, include credit ratings or detailed financial information, and reports on potential customers should be obtained from specialized sources such as banks or credit reporting agencies. Requests for reports should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 or to the appropriate Regional Office of the Board.

SPOTLIGHT ON OVERSEAS TRADE

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To: Panel for Overseas Trade Development, Midland Bank, Overseas Branch, 60 Gracechurch Street, London, EC3. Tel: 01-606 9944

Midland Bank Expert aid for export trade

Exhibitions and Fairs

249,500 visit 54th Detroit Auto Show

A report from the British Consulate-General, Detroit

A display of Union Jacks calls attention to the British-made Cortina at the Detroit Auto Show.

BRITISH CARS were prominently displayed and attracted a good deal of attention at the recent nine-day Annual Auto Show held in Cobo Hall, Detroit, from November 15 to 23.

Imports of foreign-built cars into the United States will almost certainly total one million units this year – for the first nine months they have accounted for 11·05 per cent of new car registrations – and at this annual show in 'motor City, USA' imported cars occupied almost one-third of the total exhibition area.

Of the 19 foreign marquees which were on display, eight were British: Austin, Ford Cortina, Jaguar, MG, Rolls Royce, Rover, Sunbeam and Triumph.

There could be no doubt in visitors' minds about the Cortina's country of origin, for the attractive young ladies who extolled this vehicle's virtues wore bowler hats and Union Jack ties. A carousel of Union Jacks drew attention to the stand, on the centre of which was displayed a Formula Ford racing car, available in this country with a rear-mounted 1600 Cortina GT engine. Every hour a drawing was held for a rally jacket, and Mr. Ronald Platt, Ford imported vehicles manager, reported that traffic on the stand was very good, in spite of a total show attendance figure which was lower than the previous year.

Sunbeam cars in this country are promoted jointly with Chrysler's other imported line as 'Simca/Sunbeam Runabouts' and on a combined stand there were an Alpine Coupe, an Alpine GT and a Sunbeam Arrow.

On the British Leyland stand, a Rover 3,500 SV8 revolved on a large turntable, surmounted by a distinctive sign drawing attention to this vehicle, designed especially for the American market. Its standard equipment, which includes power steering, power brakes, automatic transmission and electrically powered windows, drew favourable comment and the technically inclined visitors could examine a sectioned version of the aluminium V-8 engine which gives this car a top speed of 120 miles per hour.

Mr. Alan Millar, head of Triumph Rover and Land Rover Division of British Leyland's operations in the Mid-West, said that interest was high and that sports car dealers were enthusiastic about the latest Triumph cars. It now remained for sufficient Triumphs to be made available not only to fill existing dealers' demands, but to put cars in the hands of potential dealers eager to take advantage of the demonstrated popularity of this marque in the sports car field. Factories in England are reported to have pledged support for this new drive for increased exports in this valuable overseas market.

Also in the area devoted to British cars, a Rolls Royce Silver Shadow lent dignity to the scene on a stand which included Austin Americas and MGs, while an immaculately restored SS100, surrounded by its E-type descendants, emphasized the developments which have been incorporated in these pedigree motor cars during the past 30 years. A single example of an eagerly-awaited automobile in the Detroit area, the Jaguar XJ6, resulted in so many inquiries from would-be owners that Mr. Lawrence Falvey, president of the local distributing firm, said that if all the inquiries resulted in sales he would not be able to fill them in less than two years!

Compared with the previous year's record attendance, the 1969 Show was down by roughly 20 per cent, but this did not appear to have affected local interest in British automobiles. The sponsors, Detroit Auto Dealers' Association, attributed the reduced attendance to competing events in the adjacent Cobo Hall Arena which attracted casual visitors, and a number of exhibitors commented that a high proportion of visitors to their stands were genuine new car 'prospects.'

British promotions by Finnish stores in 1970

A SERIES of store promotions will be held in Helsinki and major provincial towns during the period September 25 to October 8, 1970, as part of the British Trade Drive 'Britain in Finland 1970.'

Details of the stores taking part together with the names of individual commodity buyers may be obtained from:

Export Services Branch, Board of Trade, Room J29, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 245; Telex No. 886143; Answer Back Bothillgate, London).

A complete description of the structure of the distribution system in Finland was given on pages 55-57 of *Export Service Bulletin* Special Supplement No. 60/69, 'Britain in Finland 1970', published on March 24, 1969, which is also available as above.

Specific inquiries about store promotions in Finland connected with the Trade Drive should be made to Mr. P. Holmes, Trade Promotions Branch, Hillgate House, 26 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7243).

British Engineering Week comes to Caracas

A report from the British Embassy, Caracas

A BRITISH Engineering Week organized by the London Chamber of Commerce, with Board of Trade support, was held in Caracas for a period of four days from November 17-20. The only similar event held in Latin America previously was an Engineering Week in Mexico City. The programme was sponsored by the Anglo-Venezuelan Commercial Association, the Chamber of Commerce of Caracas and the Chamber of Industrialists of Caracas. It was opened by the Venezuelan Minister of Development, Dra. Haydée Castillo. Some 50 companies participated in the exhibition, and 20 lectures and films were given. The majority of exhibits were held in the rooms inside the Hotel Tamanaco but because of the heavy and unseasonable rains which limited access to the hotel some heavy exhibits had to be shown in a tent outside the hotel entrance.

The lectures were on the whole well attended, with particularly large audiences for '2,000 Miles by Hovercraft', and for a film on the construction of the Victoria Line. The more technical lectures, however, while attracting smaller audiences, usually brought in touch with the sponsoring companies the engineers most concerned with their specialities.

The exhibition was on a rather larger scale than has been usual for this type of event, and inquiries about exhibition space were coming in right up to the last moment. Some companies' stands consisted of displays of photographs and maquettes while at other actual equipment was shown. Thus there was a display of automobiles assembled in Venezuela, of agricultural tractors and cranes, and of motor cycles; and some machine tools which had been sold in advance of the event were displayed in working condition. There were models of steel pressings and forgings, and a company selling copying machines carried out work for the exhibition organizers during the course of the event. The Bureau of British Consultants had a display of plans and photographs showing the work carried out on a world wide basis by a number of its members; and a food processing machinery manufacturing company complemented their lectures and films with a photographic display in the exhibition.

It is not yet possible to give any estimate in money terms of additional business done during the Engineering Week. Many firms, however, reported interest expressed in their products and one or two substantial orders (i.e. as much as £30,00).

It had been intended to give a programme of lectures in a number of universities, but owing to student unrest this proved impracticable. Instead, an arduous one-day programme (7 a.m. to 9 p.m.) was arranged in the oil centre of Maracaibo at the newly built Zulia State Engineering Centre. Although audiences were smaller, an additional source of interest was tapped.

The organizers felt that the event was a reasonably successful one: the technique is certainly simple and economical, particularly if the very high costs of advertising in Caracas are borne in mind. The Embassy will be following up with the local agents the results of the event to see whether repetition would in due course be justified.

SUBSCRIPTIONS AND SALES

Readers are reminded that subscription and sales inquiries should be addressed to HMSO at any of the following addresses: 49 High Holborn, London, W.C.1; 13A Castle St., Edinburgh 2; Brazennose St., Manchester 2; 258 Broad Street, Birmingham 1; 109 St. Mary St., Cardiff; 50 Fairfax St., Bristol 1; 7-11 Linenhall St., Belfast 1; or through any bookseller.

Stocking up Britain's Expo shop

MITSUKOSHI, one of the largest department stores in the world and a major participant in the recent British Week Tokyo, has been given the concession to stock and run the British food shop in the International Bazaar at Expo '70 in Osaka.

Mr. Gentaro Kamoshita, Mitsukoshi buying executive, has just completed a visit to Britain to begin the extensive task of 'buying in' the British products for the six-month Expo. During a four day-programme arranged by the British National Export Council consumer goods department he met 22 British manufacturers - 16 of whom were either not yet in the Japanese market or only to a small degree.

The buyer was primarily interested in whisky, confectionery, biscuits and canned meats. These items will form the backbone of the stock in the food shop, with whisky providing up to 50 per cent of the total stock of all items.

The Japanese Government has granted additional import quotas for goods to be sold at Expo and Britain's special allocation is $400,000. Mitsukoshi are making strenuous efforts to have this allowance increased as direct result of Mr. Kamoshita's visit to Britain.

A BNEC spokesman said that initial orders were expected to be placed by the end of November with repeat orders coming through to maintain the stocks at the shop.

'Sizeable orders have, however, been prepared for the major whisky, biscuit and confectionery firms. All are major suppliers to Mitsukoshi, who were able to place larger orders than usual in view of the additional quotas.

'Mr. Kamoshita had been particularly anxious to make contact with manufacturers not well known in Japan so that mutual benefit might be gained from having increased quotas.

'With likely total liberalization of imports in 1972 products introduced during Expo would have the advantage of being already known on the Japanese market', the spokesman added.

Pictured at the British Embassy in Athens are members of a trade mission of 20 members of the London Chamber of Commerce who visited Greece from October 19-25 at the invitation of the Athens Chamber of Commerce and Industry. It was under the leadership of Mr. Richard Odd, chairman of the Greek Section of the London Chamber, and deputy leader, Mr. Jarvis, deputy chairman of the British Agricultural Export Council. The visit was a continuation of the exchanges started by the London Chamber when they sent a strong mission in April 1968. They then issued a comprehensive report on the Greek economy and opportunities it represents for British business.

Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

United Kingdom aid to developing countries

India

FIVE LOAN agreements, totalling £30.5 million, implementing further British financial assistance to India, were signed in New Delhi on November 28.

Together with the debt relief loan for £7.5 million signed on July 2, 1969, these five loans implement in full Britain's pledge of £38 million of new financial aid for India in 1969-70, made at the meeting of the 'Aid India Consortium' in May this year.

The amounts and types of the five loans were as follows:

£16 million maintenance loan for the import of British manufactured items, including fertilizers; £4 million mixed imports loan, constituting the seventh Kipping loan, designed to help British-oriented firms in India; £7.5 million capital investment loan for the import of British capital goods required for India's development; £1 million ICIC loan designed to cover the foreign exchange cost of imports of capital items from the United Kingdom where the Industrial Credit and Investment Corporation of India is financing the project; £2 million mixed project loan; this loan in addition to the £2 million made available last year, is designed to finance foreign exchange costs incurred in Britain on new projects.

The loans are on the same terms as all British loans to India in recent years – interest-free and repayable over 25 years with a seven-year grace period. With the exception of the debt relief loan already signed, which served as an immediate supplement to India's free foreign exchange, all British financial aid is available for the import of British goods and services. The range of British goods and services for which British aid is available shows no change over that covered by the aid given in 1968/69, although there are variations in the amounts allocated to each purpose.

The total pledge shows an increase of £3 million over that for 1968/69, and of the £38 million, some two-thirds is in the form of non-project aid.

Inquiries relating to this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2277), quoting reference CRE 22257/P.

Pakistan

THE FOLLOWING amendments should be made to the notice published in the *Board of Trade Journal* of November 26, 1969, page 1474.

The list of goods to be purchased from the £6 million loan to Pakistan should read as follows: chemicals, dyes, pharmaceutical raw materials, drugs and medicines, fertilizers, forgings and castings, marine diesel engines, printing machinery, scientific equipment and spare parts of various kinds needed to maintain industrial and agricultural production.

In paragraph 3, line 2, 'its' should read 'the.'

Inquiries relating to this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2278), quoting reference CRE 1535/69.

Following the successful conclusion of a contract worth £50,000, 12 specialists from Uni-Tubes Ltd., London, led by Mr. Norman Spall, flew to Saudi Arabia on November 14. The contract is to supply, and install, special colour Uniroof to the Saudi Arabian government.

Italy and Switzerland

IN A CIRCULAR dated October 30 the Italian Minister of Foreign Trade announced that, following the Decision of June 30, 1969, of the Council of the European Communities authorizing the extension, the Trade Agreement between Italy and Switzerland signed at Berne on October 21, 1950, has been tacitly renewed for a further year until November 1, 1970.

An import quota for the following goods subject to Italian import licensing procedure has been agreed:

	Value in Swiss Francs
Typical Swiss wines	100.000

Inquiries relating to this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Room E57, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 466, 467, 482, 7068, 7069), quoting Ref. No. CRE 22150/G.

Tunisia and Niger

THE TUNISIAN *Journal Officiel* of October 21, 1969, announced the renewal for a further year from July 3, 1969, of the trade agreement of 1962 between Tunisia and Niger. All Tunisian exports to Niger are exempt from quantitative restrictions. Exports from Niger to Tunisia are similarly exempt from quantitative restrictions except for goods subject to global quotas.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E59, Hillgate House 35 Old Bailey, London, EC4 (Tel. 01-248 5757, Ext. 408 or 423).

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Tunisia and Spain

THE TUNISIAN *Journal Officiel* of November 4, 1969 announced the renewal, for a further year from April 1, 1969 of the trade agreement of 1961 between Tunisia and Spain. Quotas under the agreement remain unchanged comparing with the previous year (see *Board of Trade Journal* of June 7, 1968).

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E53, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460, 462).

Sudan and East Germany

IT WAS REPORTED in Khartoum that five agreements on co-operation between the Sudan and East Germany were signed on November 13, 1969. These include agreements on economic and technical co-operation, technical and scientific co-operation, sea transport organization and telecommunications. The trade protocol between the Sudan and East Germany signed in 1967 to co-ordinate and encourage trade exchange between the two territories has been extended until 1971. Inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2358), quoting reference No. CRE 26885/G.

Syria and India

THE SIGNATURE on October 9, 1969, of the trade agreement between Syria and India has been announced in Damascus. Under the terms of the agreement, Syria will import, *inter alia*, Indian tea, jute and basic iron goods and machinery; India, in return, will import selected items of electrical machinery, sulphur and certain leather goods.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E46, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 455/456/457).

Hints to businessmen booklets

REVISED EDITIONS of the booklets on Afghanistan, Curaçao and Gibraltar have been published in the 'Hints to Business Men' series.

British businessmen who intend visiting these countries on export business can obtain copies of the booklets on application to Export Services Branch, Board of Trade, Room C07, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7146), or to any Regional Office of the Board of Trade, or on personal application to the Export Information Centre, Board of Trade, 50 Ludgate Hill, London, E.C.4.

Admiring high quality leathers on one of the British stands at the recent American Leather Fair. Left to right: Mr. W. Bell, Poly Horizons Inc., Jamesburg, N.J.; Mr. Gordon Fisher; Mr. Richard James, Long & Hambly Ltd.

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Opportunities for exporters—calls for tender

Brief details are given below of some Calls for Tender reported in recent issues of the **Export Service Bulletin.**† *Copies of the Bulletins, which contained the original notices, and photo copies of drawings, specifications (where available) may be purchased by British firms.*

Orders for Bulletins (2s. each) and specifications, etc. (the price of these varies – see individual notices) must be accompanied by a remittance for the correct amount in the form of a cheque or postal order (not postage stamps) made payable to the Principal Accountant, Board of Trade and should state the country, commodity and reference number. However, firms which have opened Deposit Accounts with Export Services Branch, Board of Trade, may order Bulletins or photocopies by telephone, telex or letter unaccompanied by a remittance.

Note: *An asterisk in the text indicates that documents may be borrowed.*

The date given in the announcement is the last date for the receipt of bids.

All inquiries should be addressed to the Editor, **Export Service Bulletin,** *Board of Trade, Room H19, Hillgate House, 35 Old Bailey, London, E.C.4 (Telephone:* 01-248 5757, *Extns.* 404, 7003 *and* 406 *(Deposit Accounts), Telex:* 886143, *Answer Back BOTHILLGATE LDN. Telegram: EXSERBRA).*

George Philip and Son Ltd., London, international map, atlas and geographical globe publishers supplied a 50 in. diameter fibre-glass relief globe to the Netherland Insurance Co. for their new offices in the Hague which were opened by HRH the Prince of the Netherlands. The globe was finished to the customer's specification on a special stainless steel pillar.

ALGERIA

Bulletin 233/69

ALGERIAN STATE RAILWAYS:
***Diesel Locomotives.** Closing date postponed to January 5, 1970. (Further Information.) E.S.B. 41935/69/J.

SOCIETE NATIONALE DES CORPS GRAS (SNCG):
***26s. Olive Oil Refining Plant.** (Further Information.) E.S.B. 48476/69/J.

ALGERIAN STATE ROAD TRANSPORT ORGANIZATION:
***Trailers and Platforms.** (Further Information.) E.S.B. 41960/69/J.

Bulletin 235/69

ALGERIAN CENTRAL PHARMACY:
Penicillin; Streptomycin. December 30. E.S.B. 49830/69/J.

AUSTRALIA

Bulletin 232/69

TOWNSVILLE CITY COUNCIL:
Closed Circuit Television System. January 16, 1970. E.S.B. 49460/69/J.

HYDRO-ELECTRIC COMMISSION:
***38s. Electric Sub-Stations.** (Further Information.) E.S.B. 48243/69/J.

Bulletin 233/69

STATE TENDERS BOARD:
Locomotives. February 12, 1970. E.S.B. 49613/69/J.

DIRECTORATE-GENERAL OF SUPPLY:
***12s. Electron Tubes.** January 20, 1970. E.S.B. 49481/69/J.

Bulletin 234/69

DIRECTOR-GENERAL OF SUPPLY:
***5s. Generators.** (Further Information.) E.S.B. 48242/69/J.

Bulletin 237/69

GOLD COAST CITY COUNCIL:
***34s. Water Meters.** December 22. E.S.B. 50057/69/J.

MELBOURNE AND METROPOLITAN TRAMWAYS BOARD:
Rectifiers. February 2, 1970. E.S.B. 50302/69/J.

BURMA

Bulletin 232/69

MINERAL DEVELOPMENT CORPORATION:
***4s. Machinery and Equipment.** December 31. E.S.B. 49435/69/J.
***3s. Radio Telecommunication Equipment.** December 31. E.S.B. 49434/69/J.
***3s. Pumps, Generators.** December 31. E.S.B. 49436/69/J.
***3s. Contractors' Plant.** December 31. E.S.B. 49437/69/J.
***3s. Drilling Equipment.** December 31. E.S.B. 49438/69/J.
***3s. Drawing Instruments, Development Machine, Camera.** December 31. E.S.B. 49440/69/J.
***5s. Construction Tools and Machinery.** December 31. E.S.B. 49432/69/J.

UNION OF BURMA RAILWAY BOARD:
***2s. Belting.** January 26, 1970. E.S.B. 49294/69/J.

Bulletin 233/69

STATE TIMBER BOARD:
***3s. Mono Rail Hoists.** (Further Information.) E.S.B. 48285/69/J.

Bulletin 234/69

UNION OF BURMA RAILWAY BOARD:
Reversing Screws and Nuts. January 26, 1970. E.S.B. 49458/69/J.

CEYLON

Bulletin 233/69

DIRECTORATE OF RURAL DEVELOPMENT AND SMALL INDUSTRIES:
***Dyes, Chemicals.** February 22, 1970. E.S.B. 49625/69/J.

Bulletin 234/69

COLOMBO MUNICIPAL COUNCIL:
***5s. Vehicle.** (Further Information.) E.S.B. 49259/69/J.

Bulletin 237/69

CEYLON ELECTRICITY BOARD:
Construction of Power Plant. February 22, 1970. E.S.B. 49898/69/J.

STATE ENGINEERING CORPORATION OF CEYLON:
Contractors Plant, Machine Tools. January 13, 1970. E.S.B. 49895/69/J.

CHILE

Bulletin 235/69

SERVICIO NACIONAL DE SALUD:
***4s.** (In Spanish.) **Chemicals.** January 16, 1970. E.S.B. 49669/69/J.
***6s.** (In Spanish.) **Pharmaceuticals.** January 7, 1970. E.S.B. 49671/69/J.

COLOMBIA

Bulletin 232/69

FERROCARRILES NACIONALES DE COLOMBIANS:
Bridge Repairs Materials. January 14, 1970. E.S.B. 49142/69/J.
Roller Bearings. January 19, 1970. E.S.B. 49143/69/J.
Portable Telephones. January 12, 1970. E.S.B. 49144/69/J.

INSTITUTO COLOMBIANO DE LA REFORMA AGRARIA:
Generator; Sub-Stations. January 8, 1970. E.S.B. 49283/69/J.

CONGO, DEMOCRATIC REPUBLIC OF

Bulletin 235/69

DCMP:
***4s.** (In French.) **Chemicals.** February 20, 1970. E.S.B. 49817/69/J.
***5s.** (In French.) **Pharmaceuticals.** March 6, 1970. E.S.B. 49818/69/J.

COSTA RICA

Bulletin 237/69

LA PROVEEDURIA, DIRECCION GENERAL DE ASISTENCIA:
***1s. Pharmaceuticals.** (Press Notice in Spanish.) January 7, 1970. E.S.B. 50060/69/J.

EL DEPARTMENTO DE APPROVIOMIENTO:
***1s. Pharmaceuticals.** (Press Notice in Spanish.) January 7, 1970. E.S.B. 50061/69/J.

DENMARK

Bulletin 234/69

MINISTRY OF DEFENCE:
***53s. Army Clothing.** (Further Information.) E.S.B. 44843/69/J.

ETHIOPIA

Bulletin 236/69

ETHIOPIAN ELECTRIC LIGHT AND POWER AUTHORITY:
Cable and Wire. January 30, 1970. E.S.B. 49826/69/J.
Street Lighting Fittings and Accessories. January 21, 1970. E.S.B. 49827/69/J.

GHANA

Bulletin 234/69

GHANA SUPPLY COMMISSION:
***6s. Pumps and Accessories.** December 23. E.S.B. 49700/69/J.

Bulletin 235/69

VOLTA RIVER AUTHORITY:
Powerhouse Equipment. January 19, 1970. E.S.B. 49806/69/J.
Installation of Powerhouse Equipment. Closing date not stated. E.S.B. 49805/69/J.

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†*The* **Export Service Bulletin** *which is available only to individuals resident and firms registered and carrying on business in the United Kingdom, is a 'must' for exporters. A week's issues (it is published daily from Monday to Friday) may contain as many as 500 calls for tender, in addition to numerous inquiries from foreign firms for British goods, offers to represent British companies in overseas markets, reports on foreign markets for selected products, etc. Each quarter an issue entitled 'World Economic Comments', summarises the economic conditions in more than 100 countries. Special supplements devoted to particular countries are also published from time to time. A year's subscription, which covers all issues, costs only £10 10s.*

If you would like a specimen copy get in touch with the Editor, **Export Services Bulletin,** *Board of Trade, Room H24, Hillgate House, 35 Old Bailey, London, E.C.4 (Telephone:* 01-248 5757, *Extn.* 7058, *Telex:* 886143, *Answer Back BOTHILLGATE LDN, Telegram: EXSERBRA), mentioning the products or countries of special interest to you.*

GREECE

Bulletin 237/69

MINISTRY OF TRADE:
6s. Tape Recorders and Video Tape Equipment. December 29. E.S.B. 50033/69/J.
PUBLIC POWER CORPORATION:
Radiotelephonic Apparatus. January 8, 1970. E.S.B. 49979/69/J.
MINISTRY OF TRADE:
*10s. Tractors, Harvesting Machine, Mowing Machines. December 31. E.S.B. 50035/69/J.
*3s. Printing Press. December 22. E.S.B. 50065/69/J.
SOCIAL INSURANCE INSTITUTE
*6s. Opthalmological Apparatus. February 3 1970. E.S.B. 50063/69/J.
*6s. Centrifuges. January 29. 1970. E.S.B. 50064/69/J.

INDIA

Bulletin 232/69

HEAVY ELECTRICALS (INDIA) LTD.:
*34s. Air Separation Plant. December 26. E.S.B. 49441/69/J.
BHABHA ATOMIC RESEARCH CENTRE:
*29s. Stainless Steel Plates. December 29. E.S.B. 49364/69/J.
*73s. Steel Plates, Bars, Tubes and Forgings. December 30. 49363/69/J.
*5s. Tunnel Furnace. December 22. E.S.B. 49414/69/J.
*5s. Gauge. December 22. E.S.B. 49415/69/J.

Bulletin 233/69

HEAVY ELECTRICALS (INDIA) LTD.:
*1s. Capacitor Tissue Paper. December 31. E.S.B. 49361/69/J.
*Converter. December 31. E.S.B. 49362/69/J.

Bulletin 234/69

MINISTRY OF RAILWAYS:
*26s. Concrete Sleeper Handling Equipment. (Further Information.) E.S.B. 42961/69/J.
Steel. January 8, 1970. E.S.B. 49665/69/J.
Automatic Ballast Tampers. January 19, 1970. E.S.B. 49697/69/J.
KOLAR GOLD MINING UNDERTAKINGS:
Steel. December 30. E.S.B. 49703/69/J.
ANDHRA PRADESH STATE ELECTRICITY BOARD:
Carrier Intertripping Equipment. December 30. E.S.B. 49696/69/J.

Bulletin 236/69

BHABHA ATOMIC RESEARCH CENTRE:
*5s. Ammonia Dissociator. (Further Information.) E.S.B. 49409/69/J.
DIRECTORATE-GENERAL OF SUPPLIES AND DISPOSALS:
*Multi Tank Cleaning and Bonderizing Unit. December 30. E.S.B. 49857/69/J.
*Pickling, Cleaning and Bonderizing Unit. December 27, E.S.B. 49858/69/J.

Bulletin 237/69

HINDUSTAN SHIPYARD LTD.:
Gas Cutting Machine. January 28. E.S.B. 50042/69/J.
Lathe. January 22, 1970. E.S.B. 50043/69/J.

IRAN

Bulletin 232/69

IRANIAN STATE RAILWAYS:
12s. Steam Boiler. January 17, 1970. E.S.B. 49277/69/J.

Bulletin 234/69

*13s. Railway Wagons. January 24, 1970. E.S.B. 49624/69/J.

Bulletin 237/69

IRAN TELEPHONE COMPANY:
*34s. Telephone Cables and Network Accessories. January 11, 1970. E.S.B. 50027/69/J.

IRAQ

Bulletin 232/69

IRAQI PORTS ADMINISTRATION:
Nuts and Bolts. December 24. E.S.B. 49266/69/J.

Bulletin 233/69

MINISTRY OF OIL:
*5s. Concrete Dumpers. Closing date extended to December 27. (Further Information.) E.S.B. 38329/69/J.

Bulletin 236/69

NATIONAL ELECTRICITY ADMINISTRATION:
*10s. Underground Cable. (Further Information.) E.S.B. 46927/69/J.

Bulletin 237/69

IRAQI PORTS ADMINISTRATION:
Steam Joint, Asbestos Boiler. December 24. E.S.B. 50038/69/J.
NATIONAL CHEMICAL INDUSTRIES CO.:
*2s. Polyurethane Foam Materials. December 22. E.S.B. 50044/69/J.
GOVERNMENT SPINNING AND WEAVING ADMINISTRATION:
Weaving Machine Accessories. December 25. E.S.B. 50036/69/J.
IRAQI PORTS ADMINISTRATION:
Wood Slat Conveyors. December 31. E.S.B. 50053/69/J.
Hack Saw Blades and Frames. December 24. E.S.B. 50054/69/J.
Hand Tools. December 24. E.S.B. 50041/69/J.
Fire Extinguishers. December 31. E.S.B. 50040/69/J.

IRISH REPUBLIC

Bulletin 237/69

COUNTY GALWAY VOCATIONAL EDUCATION COMMITTEE:
Heating and Electrical Installation for School. December 22. E.S.B. 50045/69/J.

JORDAN

Bulletin 236/69

JORDAN PETROLEUM REFINERY CO.:
Line Pipe. December 27. E.S.B. 49851/69/J.
Caustic Soda. December 27. E.S.B. 49852/69/J.
JORDANIAN ARMED FORCES:
Frozen Mutton. December 29. E.S.B. 49853/69/J.

KOREA

Bulletin 233/69

OFFICE OF SUPPLY:
*4s. Cigarette Paper; Cocoa Powder; Polyvinyl Alcohol. December 23. E.S.B. 49604/69/J.

KUWAIT

Bulletin 233/69

CENTRAL TENDERS COMMITTEE:
*22s. Manholes and Hand Tools. (Further Information.) E.S.B. 49209/69/J.

LIBYA

Bulletin 233/69

MINISTRY OF FINANCE:
Hospital Equipment and Furniture. January 19, 1970. E.S.B. 49614/69/J.

MALAYSIA

Bulletin 232/69

DIRECTOR OF TELECOMMUNICATIONS:
Telecommunications Equipment. January 5, 1970. E.S.B. 49293/69/J.

Bulletin 234/69

GOVERNMENT PRINTER:
*27s. Paper, Board. January 19, 1970. E.S.B. 49648/69/J.

MALTA

Bulletin 237/69

DIRECTORATE OF RUBBER WORKS:
Construction of Breakwaters and Wharf Extensions. February 26, 1970. E.S.B. 50056/69/J.
MALTA ELECTRICITY BOARD:
Sea Water Distillation and Pumping Plant. (Closing date postponed to January 29, 1970.) E.S.B. 42500/69/J.

MEXICO

Bulletin 234/69

COMISION FEDERAL DE ELECTRICIDAD:
*16s. Watthour Meter. December 22. E.S.B. 49646/69/J.
*Autotransformers. Closing date extended to January 5, 1970. (Further Information.) E.S.B. 45015/69/J.

MOZAMBIQUE

Bulletin 234/69

PORTS, RAILWAYS AND TRANSPORT DEPARTMENT:
Tail Lanterns. December 22. E.S.B. 49655/69/J.
Electrical Equipment and Plastic Tube. December 29. E.S.B. 49656/69/J.
Railway Carriage Spare Parts. December 22. E.S.B. 49657/69/J.
Jacks. December 29. E.S.B. 49658/69/J.
Saw Blades, Washers, Steel. December 29. E.S.B. 49659/69/J.
Steel Piping, Clamps, Locomotive Tyres. December 29. E.S.B. 49660/69/J.
Taps and Cutters. December 29. E.S.B. 49661/69/J.

NETHERLANDS

Bulletin 237/69

DIRECTORATE OF WATERWAYS:
Construction of Bridges and Fly-Overs. January 20, 1970. E.S.B. 50028/69/J.
HEADQUARTERS ALLIED FORCES CENTRAL EUROPE:
*Paper Cardboard. January 7, 1970. E.S.B. 50093/69/J.

NEW ZEALAND

Bulletin 232/69

MINISTRY OF WORKS:
*3s. Fluid Friction Apparatus. January 23, 1970. E.S.B. 49442/69/J.
*3s. Laboratory Equipment. January 22, 1970. E.S.B. 49445/69/J.

Bulletin 233/69

POST OFFICE HEADQUARTERS:
*4s. Transmission Measuring Set. January 12, 1970. E.S.B. 49421/69/J.
*4s. Digital Multimeter. January 15, 1970. E.S.B. 49424/69/J.
*4s. Capacitor. January 13, 1970. E.S.B. 49423/69/J.
*4s. Cable. January 14, 1970. E.S.B. 49422/69/J.
AUCKLAND REGIONAL AUTHORITY:
*27s. Street Lighting Columns. June 3, 1970. E.S.B. 49427/69/J.

Bulletin 235/69

MUNICIPAL ELECTRICITY DEPARTMENT:
*10s. Cable. January 12, 1970. E.S.B. 49816/69/J.
MINISTRY OF WORKS:
*3s. Orifice Testing Apparatus. January 21, 1970. E.S.B. 49815/69/J.
POST OFFICE HEADQUARTERS:
*4s. Electronic Filter. January 14, 1970. E.S.B. 49813/69/J.

Bulletin 237/69

NEW ZEALAND FOREST SERVICE:
*5s. Chain Mortizer. January 22 1970. E.S.B. 50071/69/J.

NIGERIA

Bulletin 235/69

FEDERAL MINISTRY OF WORKS AND HOUSING:
Strengthening of Bridges. January 10, 1970. E.S.B. 49821/69/J.

NORWAY

Bulletin 235/69

NORWEGIAN METEOROLOGICAL INSTITUTE:
*2s. Computer. January 15, 1970. E.S.B. 49667/69/J.

PAKISTAN

Bulletin 233/69

DIRECTORATE OF SUPPLY:
*9s. Workshop Equipment. December 24. E.S.B. 49621/69/J.
*10s. Metallurgical Machines and Apparatus. December 27. E.S.B. 49622/69/J.
*14s. Laboratory Equipment. December 22. E.S.B. 49611/69/J.
*9s. Refrigerator Spare Parts. December 23. E.S.B. 49610/69/J.

Bulletin 234/69

KARACHI PORT TRUST:
*79s. Fire Fighting Pumping Plant. (Further Information.) E.S.B. 48788/69/J.

(*Continued on next page*)

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OPPORTUNITY FOR EXPORTERS, *continued*

Bulletin 236/69
DIRECTORATE OF SUPPLY:
*12s. **Air Conditioning Units, Cold Storage Plants.** December 27. E.S.B. 49890/69/J.
*13s. **Laboratory Equipment.** December 23. E.S.B. 49889/69/J.

Bulletin 237/69
*9s. **Premix for Cattle and Poultry.** December 24. E.S.B. 49845/69/J.

Bulletin 237/69
INDUSTRIAL DEVELOPMENT BANK OF PAKISTAN:
*6s. **Jute Looms and Ancillary Equipment.** (Closing date Not Known.) E.S.B. 49850/69/J.
*4s. **Cotton Spinning Machinery.** December 25. E.S.B. 49848/69/J.
DIRECTORATE OF SUPPLY:
*9s. **Mono Metal.** December 31. E.S.B. 49844/69/J.
DACCA WATER SUPPLY AND SEWERAGE AUTHORITY:
Water and Sewage Treatment Equipment. February 2, 1970. E.S.B. 49843/69/J.
PAKISTAN TELEGRAPH AND TELEPHONE DEPARTMENT:
*16s. **Line Concentrators.** February 20, 1970. E.S.B. 49855/69/J.

PAPUA AND NEW GUINEA

Bulletin 237/69
INSTITUTE OF HIGHER TECHNICAL EDUCATION:
Hydraulic Jacks and Control Equipment. January 6. 1970. E.S.B. 50062/69/J.

SAUDI ARABIA

Bulletin 234/69
UNIVERSITY OF RIYADH:
Laboratory Equipment. January 30, 1970. E.S.B. 49483/69/J.

Bulletin 235/69
MUNICIPALITY OF MEDINA:
Vehicles. December 23. E.S.B. 49824/69/J.
MINISTRY OF COMMUNICATIONS:
Furniture. December 22. E.S.B. 50012/69/J.
MINISTRY OF HEALTH:
Hospital Restoration. January 4, 1970. E.S.B. 50011/69/J.
TENDERS SECTION, UNIVERSITY OF RIAD:
Library Materials. January 3, 1970. E.S.B. 50010/69/J.
MUNICIPALITY OF JEDDA:
Trucks. February 7, 1970. E.S.B. 50221/69/J.
MINISTRY OF HEALTH:
Medical and Surgical Requirements and Instruments. December 31. E.S.B. 50079/69/J.

SINGAPORE, REPUBLIC OF

Bulletin 234/69
PUBLIC UTILITIES BOARD:
*12s. **Ferrules.** December 30. E.S.B. 49497/69/J.

Bulletin 237/69
DIRECTORATE OF TELECOMMUNICATIONS:
*11s. **Communications Equipment.** January 2, 1970. E.S.B. 50024/69/J.

SOUTH AFRICA

Bulletin 232/69
CAPE PROVINCIAL TENDER BOARD:
*10s. **Sutures.** December 23. E.S.B. 49175/69/J.
STATE PROCUREMENT BOARD:
*10s. **Photographic Equipment.** January 19, 1970. E.S.B. 49430/69/J.
*7s. **Batteries.** January 23, 1970. E.S.B. 49115/69/J.
*Plastic Material. January 19, 1970. E.S.B. 49221/69/J.
*8s. **Dry Mounting Press.** January 19, 1970. E.S.B. 49222/69/J.
*8s. **Pumps.** January 8, 1970. E.S.B. 49431/69/J.
*Rubber Flooring. January 15, 1970. E.S.B. 49235/69/J.
*11s. **Electrical Cable.** January 22, 1970. E.S.B. 49416/69/J.
*Map Covering Material. January 16, 1970. E.S.B. 49288/69/J.
*6s. **Gauntlets.** January 19, 1970. E.S.B. 49289/69/J.
*6s. **Rope.** January 14, 1970. E.S.B. 49290/69/J.
STATE TENDER BOARD:
*2s. **Rainfall Recordsers.** January 8, 1970. E.S.B. 49237/69/J.

Bulletin 236/69
CAPE PROVINCIAL TENDER BOARD:
Orthopaedic Table. January 9, 1970. E.S.B. 49879/69/J.
Physiotherapy Diathermy Unit. January 2, 1970. E.S.B. 50023/69/J.
Pathological Laboratory Equipment. January 9, 1970. E.S.B. 49880/69/J.
Incubator. January 2, 1970. E.S.B. 49876/69/J.
Oxygen Tent. January 2, 1970. E.S.B. 49877/69/J.

Bulletin 237/69
*5s. **Colour Powders.** January 6, 1970. E.S.B. 49871/69/J.
*8s. **Stationery.** January 6, 1970. E.S.B. 49875/69/J.

SPAIN

Bulletin 236/69
MINISTERIO DE MARINA:
Printing Unit. Closing date Not Stated. E.S.B. 49861/69/J.

Bulletin 237/69
REGISTRO GENERAL DE TELECOMMUNICACION:
Telegraph Switchboard. January 24, 1970. E.S.B. 50147/69/J.

SUDAN

Bulletin 234/69
SUDAN GEZIRA BOARD:
*3s. **Pumping Units.** December 27. E.S.B. 49676/69/J.
*2s. **Leather.** December 22. E.S.B. 49683/69/J.
DEPARTMENT OF POSTS AND TELEGRAPHS:
*7s. **Telephone Cable.** December 30. E.S.B. 49677/69/J.

SYRIAN ARAB REPUBLIC

Bulletin 234/69
GENERAL PETROLEUM ORGANIZATION:
Fire Engines. January 10, 1970. E.S.B. 49673/69/J.
Fire Fighting Equipment. December 30. E.S.B. 49644/69/J.
MUNICIPALITY OF DAMASCUS:
Pulling Units. February 23, 1970. E.S.B. 49642/69/J.
DIRECTORATE OF ELECTRICITY FOR THE CENTRAL ZONE:
Hydrazine Hydrate. December 27. E.S.B. 49643/69/J.

TAIWAN

Bulletin 233/69
CENTRAL TRUST OF CHINA:
*1s. **Tubes.** January 8, 1970. E.S.B. 49244/69/J.
*4s. **Swivel Joints.** January 20, 1970. E.S.B. 49328/69/J.
*4s. **Compressor for CO_2 Cylinder.** January 20, 1970. E.S.B. 49230/69/J.
*10s. **Lifts.** January 21, 1970. E.S.B. 49231/69/J.
*12s. **Radio Telephone Equipment.** December 29. E.S.B. 49232/69/J.
*3s. **Pipes and Fittings.** January 7, 1970. E.S.B. 49233/69/J.
*4s. **Dryer Screen for Paper Mill.** January 20, 1970. E.S.B. 49234/69/J.
*4s. **Steel Pipes, Tubes and Elbows.** January 20, 1970. E.S.B. 49239/69/J.
*4s. **Marine Engine.** December 24. E.S.B. 49240/69/J.
*2s. **Valves.** December 30. E.S.B. 49242/69/J.
*2s. **Gauge for Ultrasonic Thickness Measuring.** December 27. E.S.B. 49243/69/J.
*1s. **Pipe.** January 8, 1970. E.S.B. 49245/69/J.
*1s. **Steel Wire Rope.** December 22. E.S.B. 49489/69/J.
*4s. **Gas Chromatograph.** December 26. E.S.B. 49238/69/J.
*2s. **Ball and Roller Bearings.** December 30. E.S.B. 49241/69/J.
*1s. **Wrenches.** December 26. E.S.B. 49490/69/J.
*1s. **Tachometer.** December 26. E.S.B. 49491/69/J.
*1s. **Steel Plate, Bars and Wire.** January 7, 1970. E.S.B. 49496/69/J.

THAILAND

Bulletin 234/69
STATE RAILWAY OF THAILAND:
Scythes. December 23. E.S.B. 49485/69/J.
Steel Bars. December 29. E.S.B. 49486/69/J.
*17s. **Connector Taps.** January 16, 1970. E.S.B. 49641/69/J.

Bulletin 236/69
THAI T.V. COMPANY LTD.:
*2s. **Oscilloscope.** December 22. E.S.B. 50018/69/J.

Bulletin 237/69
STATE RAILWAY OF THAILAND:
Steel. December 24, December 26. E.S.B. 50022/69/J and 50021/69/J respectively.
Aluminium Foil. December 25. E.S.B. 50017/69/J.
Suspension Devices. January 5, 1970. E.S.B. 50025/69/J.
Hydrostatic Equipment, Stand for. December 29. E.S.B. 50026/69/J.

TURKEY

Bulletin 233/69
ELECTRIC POWER SURVEYS ADMINISTRATION:
*4s. **Drilling Rig.** December 22. E.S.B. 49329/69/J.
NAVAL FORCES COMMAND:
*12s. **Cable.** January 15, 1970. E.S.B. 49495/69/J.
POWER, GAS AND BUS DEPARTMENT:
*2s. **Lighting Fixtures.** December 22. E.S.B. 49494/69/J.

Bulletin 235/69
LAND FORCES COMMAND:
*12s. **Tyre Moulding Tubes.** Closing date postponed to December 24. (Further Information.) E.S.B. 41548/69/J.

Bulletin 236/69
TURKISH MARITIME BANK:
*4s. **Pipe Screwing and Bending Machines.** December 23. E.S.B. 50030/69/J.

Bulletin 237/69
*3s. **Boiler Tubes.** December 24. E.S.B. 50032/69/J.

UNITED STATES OF AMERICA

Bulletin 237/69
UNITED STATES BUREAU OF RECLAMATION:
*6s. **Construction of Dam and Power Plant.** January 27, 1970. E.S.B. 50031/69/J.

URUGUAY

Bulletin 234/69
MINISTERIO DE INDUSTRIA Y COMERCIO:
*24s. **Geographical Survey.** (Further Information.) E.S.B. 49103/69/J.
STATE ELECTRICITY AND TELEPHONE BOARD:
*15s. **Oiled Paper.** 1st call, December 17; 2nd call, December 24. E.S.B. 49631/69/J.
Conductors and Accessories. 1st call, December 19; 2nd call, December 26. E.S.B. 49632/69/J.
STATE OIL AND ALCOHOL MONOPOLY (ANCAP):
*8s. (In Spanish.) **Steel Piping.** January 13, 1970. E.S.B. 49633/69/J.
*9s. (In Spanish.) **Greasing Machines and Spare Parts.** January 8, 1970. E.S.B. 49635/69/J.

Bulletin 234/69
UTE (STATE ELECTRICITY AND TELEPHONE BOARD):
*17s. (In Spanish.) **Iron Bars, Nuts, Bolts.** 1st call, January 8, 1970; 2nd call, January 14, 1970. E.S.B. 49634/69/J.

VIETNAM

Bulletin 237/69
INDUSTRIAL DEVELOPMENT CENTRE:
*13s. **Can-Making Machinery.** (Further Information.) E.S.B. 49215/69/J.
*21s. **Detergent Plant.** (Further Information.) E.S.B. 49212/69/J.
*36s. **Gas Turbine Units.** January 22, 1970. E.S.B. 50006/69/J.

Bulletin 237/69
INDUSTRIAL DEVELOPMENT CENTRE:
*16s. **Foundry Machinery.** (Further Information.) E.S.B. 49123/69/J.

YUGOSLAVIA

Bulletin 232/69
KOMBINAT JUGOPLASTIKA:
*1s. **Shoe Making Machinery.** February 13, 1970. E.S.B. 49179/69/J.
*1s. **Plastics Production Machinery.** January 23, 1970. E.S.B. 49192/69/J.
METALKA EXPORT-IMPORT:
*1s. **Sodium Perborate Equipment.** January 28, 1970. E.S.B. 49140/69/J.
*1s. **Galvanizing Equipment.** February 13, 1970. E.S.B. 49183/69/J.
GORENJSKA PREDILNICA:
*1s. **Textile Processing Machinery.** January 23, 1970. E.S.B. 49189/69/J.
JUGOSLAVENSKA LUTRIJA:
*1s. **Franking Machines.** February 13, 1970. E.S.B. 49181/69/J.
PREDUZECE ZA IZVOZ-UVOZ:
*1s. **Hospital Equipment.** January 21, 1970. E.S.B. 49218/69/J.
NOVINSKO IZDAVACKO I STAMPARSKO PODUZECE VJESNIK:
*1s. **Book Making Machinery and Accessories.** January 30, 1970. E.S.B. 49141/69/J.
SERVISIMPORT-TRGOVINSKO PREDUZECE NA VELIKO:
*1s. **Cable, Generator, Transformer.** February 11, 1970. 49176/69/J.
VELETRGOVINA:
*1s. **Refrigerator Cabinets and Chambers.** February 11, 1970. E.S.B. 49177/69/J.
JUGOELEKTRO:
*1s. **Plywood Factory Equipment.** February 11, 1970. E.S.B. 49178/69/J.
FABRIKA GUMENIH PROIZVODA:
*1s. **Tube-Making Machinery.** February 13, 1970. E.S.B. 49180/69/J.
PREDUZECE MASINOPROMET:
*1s. **Foundry Equipment.** January 23, 1970. E.S.B. 49190/69/J.
INSTITUT MASINOKOG FAKULTETA:
*1s. **Electronic Information Processing System.** January 23, 1970. E.S.B. 49191/69/J.
TEKIG-INVEST:
*1s. **Mat Production Machinery, Flooring Refining Equipment.** January 23, 1970. E.S.B. 49193/69/J.
ULJANIK BRODOGRADILISTE I IVORNICA DIESEL MOTORA:
*1s. **Shot Blasting Machinery.** January 21, 1970. E.S.B. 49194/69/J.

ZAMBIA

Bulletin 234/69
SUPPLY AND TENDER BOARD:
*2s. **Sewing Machines.** January 16, 1970. E.S.B. 49645/69/J.

TRANSLATIONS
ON COMMERCIAL, TECHNICAL, LEGAL, FINANCIAL & INSURANCE MATTERS
MULTI-LINGUAL SERVICE
LINGUALEX LIMITED
RADNOR HOUSE, 93/97 REGENT STREET, LONDON, W1R 7TF 01-437 1898

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AFGHANISTAN

Bulletin 235/69
Inquiry for bar cuttings; steel billets; plate cuttings. E.S.B. 43446/68/J.

Bulletin 237/69
Inquiry for paper. E.S.B. 50456/69/J.

ARGENTINA

Bulletin 234/69
Agency inquiry for measuring instruments. E.S.B. 39369/69/J.

AUSTRALIA

Bulletin 233/69
Agency inquiry for stationery. E.S.B. 48970/69/J.

Bulletin 234/69
Manufacture under licence – sewerage treatment plant. E.S.B. 49372/69/J.

Bulletin 235/69
Agency inquiry for 'O' rings and washers. E.S.B. 49511/69/J.
Agency inquiry for brush sets; jewellery; leather goods; powder compacts. E.S.B. 49098/69/J.

Bulletin 236/69
Inquiry for road heater and planer. E.S.B. 49996/69/J.

Bulletin 237/69
Inquiry for aerators; compressors; electric motors; fans; instruments; incinerators; mining equipment; pipes; pumps; screens, trucks; transportation equipment; valves. E.S.B. 50407/69/J.

AUSTRALIA – WAIVER OF BRITISH PREFERENCE

Bulletin 232/69
Inquiry for lacquer curtain coating machine. E.S.B. A/78/69/J.
Inquiry for barium carbonate. E.S.B. M/59/69/J.
4s. Inquiry for pen writing recorder. E.S.B. M/61/69/J.
Inquiry for filling machine. E.S.B. M/60/69/J.
1s. Inquiry for filters. E.S.B. A/77/69/J.

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1s. Inquiry for grinding machine. E.S.B. S/135/69/J.
Inquiry for cable stripping machine. E.S.B. S/134/69/J.
4s. Inquiry for electrobalances. E.S.B. S/133/69/J.
Inquiry for foam-backed tape. E.S.B. S/132/69/J.
Inquiry for thermoplastic resin. E.S.B. S/131/69/J.

Bulletin 237/69
Inquiry for fluorspar. E.S.B. S/136/69/J.

AUSTRIA

Bulletin 232/69
Agency inquiry for furniture fittings; plastic products. E.S.B. 27600/69/J.

Bulletin 235/69
Inquiry for steel tubes. E.S.B. 49084/69/J.
Inquiry for street sweeping machines. E.S.B. 50133/69/J.
Inquiry for laboratory glassware; library furniture and equipment. E.S.B. 49995/69/J.

Bulletin 236/69
Inquiry for presses. E.S.B. 17169/69/J.
Agency inquiry for air conditioning equipment; heating and ventilating equipment. E.S.B. 42935/69/J.
Agency inquiry for bone china and porcelain flowers. E.S.B. 50402/69/J.

BAHAMAS

Bulletin 236/69
Regulations for business visitors. C.R.E. 27884/G/J.

BARBADOS

Bulletin 233/69
Inquiry for foodstuffs; kitchen equipment. E.S.B. 47352/69/J.

Bulletin 234/69
Inquiry for guillotine; welding machine. E.S.B. 49547/69/J.

Bulletin 235/69
Agency inquiry for typewriters. E.S.B. 45674/69/J.

Bulletin 238/69
Agency inquiry for cotton fabrics. E.S.B. 50422/69/J.

BELGIUM

Bulletin 233/69
Inquiry for air pollution control equipment. E.S.B. 49018/69/J.

Bulletin 234/69
Inquiry for steel tubes. E.S.B. 49519/69/J.

Bulletin 235/69
*13s. Inquiry for steel bars and sections. E.S.B. 49957/69/J.

BERLIN

Bulletin 232/69
Agency inquiry for automobile tools and equipment; do-it-yourself tools; gardening tools. E.S.B. 36332/69/J.

Bulletin 236/69
Agency inquiry for car accessories; car fire extinguishers. E.S.B. 49988/69/J.
Agency inquiry for beverages; food. E.S.B. 43635/69/J.

Bulletin 238/69
Agency inquiry for tea. E.S.B. 49710/69/J.

BOLIVIA

Bulletin 235/69
1s. Inquiry for domed acrylic skylight. E.S.B. 49935/69/J.

Bulletin 236/69
Inquiry for steel and aluminium plate. E.S.B. 36075/69/J.

BRAZIL

Bulletin 233/69
Agency inquiry for construction equipment; mining equipment; petroleum and petrl-chemical equipment; power plant and equipment; pressure and storage vessels. E.S.B. 40861/69/J.

Bulletin 235/69
Inquiry for steel wool manufacturing machinery and tools. E.S.B. 48899/69/J.

BULGARIA

Bulletin 234/69
Inquiry for measuring equipment. E.S.B. 42742/69/J.

Bulletin 235/69
Inquiry for chemicals; fire fighting craft and equipment; marine equipment; pipeline fittings and equipment. E.S.B. 42398/69/J.

Bulletin 232/69
3s. Manufacture under licence – plastisol sealing paste. E.S.B. 48554/69/J.

Bulletin 233/69
Inquiry for cardboard egg trays and flats. E.S.B. 49038/69/J.

BURMA

Bulletin 233/69
Methods of trade. CRE 13186/G/J.

CANADA

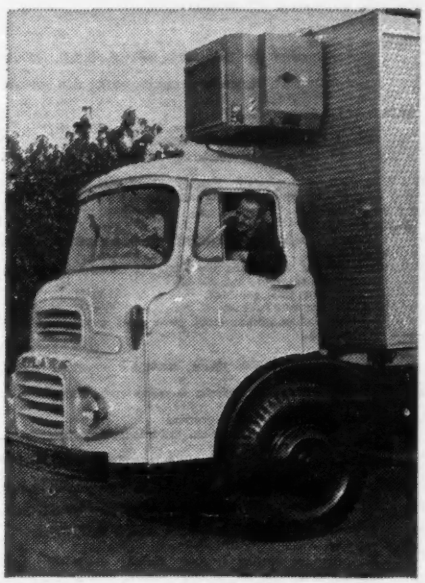
Bulletin 232/69
Agency inquiry for concrete floor patching compounds. E.S.B. 48541/69/J.
Inquiry for coupling reducers; sprockets and chain; V-velt sheaves. E.S.B. 48852/69/J.

Bulletin 233/69
Inquiry for steel wheels. E.S.B. 48512/69/J.
Inquiry for disposable sheets; surgical equipment; disposable underwear. E.S.B. 49091/69/J.

Bulletin 234/69
Inquiry for abrasives for industrial use. E.S.B. 48957/69/J.
Inquiry for coiled steel sheet. E.S.B. 40548/69/J.

Bulletin 235/69
Agency inquiry for fancy stationery. E.S.B. 48900/69/J.
Agency inquiry for architectural hardware. E.S.B. 49383/69/J.

Bulletin 237/69
Inquiry for gift items; souvenirs. E.S.B. 50207/69/J.
Inquiry for rubber hose. E.S.B. 50168/69/J.



A Gateshead firm began an export drive with a difference last month when a refrigerated truck set off from the Team Valley factory of Smith's Delivery Vehicles Limited bound for Iran – by road. The truck with its Smith's 'Litex' body was driven through France, Italy, Yugoslavia, Bulgaria and Turkey before being delivered to Smith's customer, Abutorab Ghaffari Limited, of Tehran.

CEYLON

Bulletin 232/69
Agency inquiry for chemicals. E.S.B. 48959/69/J.

Bulletin 234/69
Inquiry for air conditioners. E.S.B. 40597/69/J.
*6s. Inquiry for water treatment plant – further information. E.S.B. 29640/69/J.

CYPRUS

Bulletin 232/69
Agency inquiry for agricultural equipment and machinery; bicycles; electric and gas domestic appliances; television and radio receivers. E.S.B. 48167/69/J.

Bulletin 235/69
Agency inquiry for pharmaceutical products; veterinary products. E.S.B. 47629/69/J.

Bulletin 236/69
Agency inquiry for carpets; curtaining; furnishing fabrics; household textiles; woollen and worsted piecegoods. E.S.B. 49985/69/J.

DENMARK

Bulletin 232/69
Inquiry for clocks. E.S.B. 46416/69/J.

Bulletin 236/69
Inquiry for jacks. E.S.B. 49934/69/J.

Bulletin 237/69
Inquiry for nylon and polypropylene strapping. E.S.B. 50403/69/J.
Inquiry for yarn. E.S.B. 50419/69/J.

EL SALVADOR

Bulletin 234/69
Inquiry for compressors; vacuum pumps; water heaters. E.S.B. 5073/G/J.

Bulletin 235/69
Agency inquiry for plastic working machinery; welding equipment. E.S.B. 48144/69/J.

FINLAND

Bulletin 232/69
Agency inquiry for glass fibre mats; polyester resins; polystyrene. E.S.B. 48854/69/J.

(Continued on next page)

AGENCY INQUIRIES, *continued*

Bulletin 235/69
*Inquiry for bottle filling machine. E.S.B. 40176/69/J.
Inquiry for tents. E.S.B. 49743/69/J.
Britain in Finland 1970. E.S.B. 1209/G/J.

Bulletin 236/69
Inquiry for crystal; cutlery; glassware; potteryware; silverware; women's clothing. E.S.B. 49382/69/J.

Bulletin 236/69
Agency inquiry for cotton and corduroy fabrics; woollen and worsted suitings. E.S.B. 49779/69/J.

FRANCE

Bulletin 232/69
Agency inquiry for furnishing fabrics. E.S.B. 47967/69/J.
Inquiry for fork lift trucks; machine tools; side loaders. E.S.B. 49335/69/J.

Bulletin 233/69
Inquiry for wrapping machine. E.S.B. 49571/69/J.
Inquiry for cranes. E.S.B. 49334/69/J.
Inquiry for airport and airline ground equipment. E.S.B. 49572/69/J.
Inquiry for hydraulic distributors. E.S.B. 49384/69/J.
Inquiry for building trade hardware; PVC strips. E.S.B. 47624/69/J.

Bulletin 234/69
Agency inquiry for carpeting; floor coverings. E.S.B. 10514/69/J.
Inquiry for abattoirs; canning equipment; food processing equipment. E.S.B. 49733/69/J.
Inquiry for tilting tables. E.S.B. 49541/69/J.
Inquiry for machine tools. E.S.B. 49596/69/J.
Inquiry for castings; steel plate and sections. E.S.B. 49794/69/J.

Bulletin 235/69
Agency inquiry for chain conveyor systems. E.S.B. 49343/69/J.
Inquiry for lathes; plastic covered steel sheet. E.S.B. 49767/69/J.
Inquiry for bottling equipment.
Agency inquiry for clothes manufacturing equipment; conveyor equipment. E.S.B. 42759/69/J.
Agency inquiry for men's pyjamas. E.S.B. 49595/69/J.
Agency inquiry for clothing. E.S.B. 2644/69/J.
Agency inquiry for textile handling equipment. E.S.B. 49062/69/J.

Bulletin 236/69
Agency inquiry for crystalware. E.S.B. 50151/69/J.

Bulletin 237
Manufacture under licence, freight containers; air-cushioned handling equipment; pallets. E.S.B. 45380/69/J.

GERMANY, FEDERAL REPUBLIC OF

Bulletin 232/69
Inquiry for paper making pulp. E.S.B. 48889/69/J.
Agency inquiry for glassware. E.S.B. 48891/69/J.
Inquiry for hormones; vitamins. E.S.B. 48931/69/J.
Agency inquiry for game and poultry. E.S.B. 48880/69/J.
Agency inquiry for knitwear; yarns. E.S.B. 48933/69/J.
Displaying of prices in the Federal Republic of Germany. CRE 28477/G/J.
Agency inquiry for corrugated cardboard packages; foils; glass packaging materials; plastic closures; plastic containers; plastic and aluminium tubes. E.S.B. 32832/69/J.

Bulletin 233/69
Inquiry for fur felt and woollen fabrics; leather sweat bands; metal buttons and badges. E.S.B. 49066/69/J.
Agency inquiry for canned food; jams; ready prepared meals. E.S.B. 49079/69/J.
Agency inquiry for chemicals for paint industry; reptile skins. E.S.B. 48911/69/J.
Agency inquiry for handbags; footwear. E.S.B. 49078/69/J.
Manufacture under licence – concrete processing and handling plant; conveyor plant. E.S.B. 48575/69/J.
Inquiry for silk. E.S.B. 49582/69/J.

Bulletin 234/69
Agency inquiry for hosiery; knitwear. E.S.B. 23144/69/J.
Agency inquiry for clothing fabrics; shirtings. E.S.B. 49392/69/J.
Inquiry for biscuits; confectionery; foodstuffs; pet foods; preserves. E.S.B. 49385/69/J.
Agency inquiry for furniture. E.S.B. 49322/69/J.
Inquiry for foodstuffs; non-food items for self-service stores; pet foods; spirits; toys. E.S.B. 49399/69/J.
Agency inquiry for do-it-yourself products. E.S.B. 49050/69/J.
Agency inquiry for yarns. E.S.B. 49557/69/J.
Inquiry for carpeting; curtain materials. E.S.B. 49391/69/J.
Inquiry for vehicles. E.S.B. 39839/69/J.
Inquiry for shop window and in-store decoration items. E.S.B. 49077/69/J.

Bulletin 235/69
Agency inquiry for transistor-stabilized power supplies. E.S.B. 49034/69/J.
Agency inquiry for electronic equipment and components; high frequency components; nucleonic instruments. E.S.B. 46092/69/J.
Inquiry for clocks; lamps; mirrors. E.S.B. 20810/69/J.
Inquiry for hand tools. E.S.B. 49744/69/J.
Inquiry for hydraulic hoses. E.S.B. 49913/69/J.
Agency inquiry for tweed. E.S.B. 44723/69/J.
Agency inquiry for laboratory glassware. E.S.B. 49730/69/J.
2s. Inquiry for oil seals – further information. E.S.B. 4308/69/J.
Inquiry for hand tools. E.S.B. 50138/69/J. 4308/69/J.
Agency inquiry for marine electrical appliances; marine navigation and communication equipment; television sets. E.S.B. 49352/69/J.

Bulletin 236/69
Inquiry for novelty items; spirits; sweets. E.S.B. 50152/69/J.
Inquiry for magnets. E.S.B. 49544/69/J.
Inquiry for storage heaters. E.S.B. 49965/69/J.

Bulletin 236/69
Agency inquiry for jersey material. E.S.B. 42101/69/J.
Inquiry for woollen piece-goods. E.S.B. 49713/69/J.
Inquiry for draughting equipment; surveying equipment. E.S.B. 24787/69/J.
Agency inquiry for packaging machinery; wall paper pattern book making machinery. E.S.B. 49080/69/J.

Bulletin 237/69
Inquiry for electrodes. E.S.B. 50236/69/J.
Inquiry for tinned meat. E.S.B. 50235/69/J.

Bulletin 238/69
Inquiry for prawns; shrimps. E.S.B. 50271/69/J.
Agency inquiry for aluminium foil; over-printing machines; packing materials; tins. E.S.B. 50154/69/J.

GERMANY, AUSTRIA, SWITZERLAND

Bulletin 232/69
Inquiry for data processing equipment; plotters; printing equipment. E.S.B. 43373/69/J.

GREECE

Bulletin 232/69
Agency inquiry for waste disposal units. E.S.B. 48852/69/J.

Bulletin 234/69
Agency inquiry for stone saw steel. E.S.B. 48922/69/J.
Inquiry for viscometers. E.S.B. 38118/69/J.

Bulletin 236/69
Agency inquiry for tyres. E.S.B. 48979/69/J.

Bulletin 238/69
Agency inquiry for agricultural knives; diesel and petrol motors; rubber pipes; secateurs. E.S.B. 48990/69/J.

GUATEMALA

Bulletin 235/69
Agency inquiry for hurricane lanterns; keys and key rings; maize huskers; meat grinders; sewing threads; vacuum flasks; wheelbarrows. E.S.B. 49032/69/J.

HONG KONG

Bulletin 233/69
Agency inquiry for cod liver oil; eye drops. E.S.B. 49317/69/J.

Bulletin 235/69
Inquiry for printing equipment. E.S.B. 49559/69/J.

ICELAND

Bulletin 232/69
*Agency inquiry for safety glass; automobile accessories; aluminium rivets. E.S.B. 48508/69/J.
Agency inquiry for electric plugs; marine light fittings. E.S.B. 42311/69/J.

Bulletin 233/69
Inquiry for sports equipment; sportswear. E.S.B. 48395/69/J.

Bulletin 235/69
Inquiry for brief and attache cases; greeting cards; satchels; stationery and stationers' sundries; wrapping paper. E.S.B. 49371/69/J.
Inquiry for cloth; women's clothing. E.S.B. 48373/69/J.

INDIA

Bulletin 236/69
Inquiry for machine tools. E.S.B. 49070/69/J.

Bulletin 237/69
Inquiry for transformer manufacturing components and raw materials. (Further Information.) E.S.B. 43436/69/J.

IRAN

Bulletin 234/69
Agency inquiry for audio-visual teaching equipment. E.S.B. 49096/69/J.

IRISH REPUBLIC

Bulletin 232/69
Inquiry for clothing; textiles. E.S.B. 48960/69/J.
Agency inquiry for synthetic jersey bonded fabrics. E.S.B. 11823/68/J.

Bulletin 236/69
Inquiry for industrial fans. E.S.B. 41709/69/J.
Agency inquiry for expanded vinyl; leather substitutes; rubber proofed materials; fittings and accessories. E.S.B. 20942/69/J.
Inquiry for ventilation and ancillary equipment. E.S.B. 47066/69/J.

ISRAEL

Bulletin 232/69
Agency inquiry for health foods; thermometers; toiletries; watch bands. E.S.B. 48622/69/J.

Bulletin 234/69
Agency inquiry for pipes and pipe fittings. E.S.B. 48793/68/J.

Bulletin 238/69
Agency inquiry for herrings. E.S.B. 48651/69/J.

ITALY

Bulletin 232/69
Inquiry for automatic screwing and tapping machines; centrifugal drying and cleaning machine; metal acid pickling tanks. E.S.B. 43733/69/J.
Inquiry for carpets. E.S.B. 49310/69/J.
Inquiry for incineration plant. E.S.B. 49381/69/J.

Bulletin 233/69
Agency inquiry for plastic model construction kits. E.S.B. 49060/69/J.
Inquiry for baths; bathroom fittings. E.S.B. 49316/69/J.

Bulletin 235/69
Agency inquiry for copying machines; photographic equipment. E.S.B. 49075/69/J.
*7s. Inquiry for machine tool for use in the manufacture of corrugated paper. E.S.B. 48507/69/J.

Bulletin 236/69
Manufacture under licence/source of supply – crushers; rod mills; silicones fine sand classification and drying planks; threading machine. E.S.B. 49043/69/J.
Chemical additives to foodstuffs. E.S.B. 1209/G/J.

Bulletin 237/69
Inquiry for carpets. E.S.B. 50471/69/J.
Inquiry for salmon. E.S.B. 50441/69/J.
Inquiry for chinaware. E.S.B. 50511/69/J.
Inquiry for lithographic process machinery. E.S.B. 50172/69/J.
Inquiry for commutators; dry cells; winding machines. E.S.B. 50445/69/J.

Bulletin 238/69
Inquiry for chemicals; pharmaceutical and food industries raw materials. E.S.B. 50435/69/J.

JAPAN

Bulletin 236/69
Agency inquiry for auto-accessories; sporting goods. E.S.B. 49702/69/J.

JORDAN

Bulletin 232/69
Inquiry for cables; chemicals; concrete additives; electrical equipment and fittings; engineers' tools; non-ferrous materials; nuts and bolts; shafting bars. E.S.B. 49011/69/J.

Bulletin 234/69
Agency inquiry for foodstuffs; woollen worsted and cotton piece-goods; woollen and hand-knitting yarns. E.S.B. 48943/69/J.

KENYA

Bulletin 235/69
*Inquiry for electric hoists. E.S.B. 49067/69/J.

KUWAIT

Bulletin 232/69
Agency inquiry for cables; PVC conduit boxes and tubes; switchgear. E.S.B. 47912/69/J.

Bulletin 233/69
Inquiry for door, window and furniture fittings; glass fibre insulation; pharmaceuticals; steel sheets. E.S.B. 45755/69/J.
Agency inquiry for acids; asbestos sheets; cast iron; caustic soda; iron sheeting; litharge; paints; steel bars. E.S.B. 48684/69/J.

Bulletin 236/69
Agency inquiry for pumps. E.S.B. 37230/69/J.
Inquiry in respect of construction projects – machinery and equipment. E.S.B. 10907/68/J.

LEBANON

Bulletin 234/69
Agency inquiry for men's pullovers; men's shirts; toilet soap. E.S.B. 49303/69/J.

Bulletin 236/69
Inquiry for pumps. E.S.B. 23362/69/J.

Bulletin 238/69
Agency inquiry for stamp vending machines. E.S.B. 40505/69/J.

LIBYA

Bulletin 233/69
Takeover of hospitals. E.S.B. 1209/G/J.

Bulletin 235/69
Agency inquiry for building materials and machinery; electrical products and equipment; office furniture; printing machinery. E.S.B. 35890/69/J.

Bulletin 237/69
Inquiry for belts; men's clothing; suitcases. E.S.B. 49784/69/J.

LUXEMBOURG

Bulletin 233/69
Tax on value added. E.S.B. 1209/G/J.

Bulletin 234/69
Inquiry for horse riding equipment; sporting guns. E.S.B. 49321/69/J.

Bulletin 237/69
Inquiry for footballs; water polo balls. E.S.B. 50405/69/J.

MALTA

Bulletin 232/69
Inquiry for fork-lift truck; hydraulic die cutter; lighting fittings. E.S.B. 49320/69/J.

Bulletin 234/69
Agency inquiry for bath mats; foodstuffs; lingerie; nightwear; underwear. E.S.B. 49047/69/J.
Agency inquiry for air fresheners; disinfectants. E.S.B. 49339/69/J.

Bulletin 237/69
Agency inquiry for nursery articles; photographic accessories. E.S.B. 10075/69/J.

MALAWI

Bulletin 235/69
Agency inquiry for canned fruit and vegetables; jam; toilet paper. E.S.B. 48337/69/J.

MEXICO

Bulletin 235/69
Agency inquiry for respirometers. E.S.B. 49588/69/J.

NEW ZEALAND

Bulletin 236/69
Agency inquiry for lathes. E.S.B. 49389/69/J.

NIGERIA

Bulletin 232/69
Inquiry for textile machinery; woodworking machinery. E.S.B. 48619/69/J.

NORWAY

Bulletin 232/69
Inquiry for spinning lathe. E.S.B. 49035/69/J.

Bulletin 233/69
Agency inquiry for loud hailing systems; telephone systems. E.S.B. 49093/69/J.

Bulletin 235/69
Agency inquiry for transmission equipment. E.S.B. 48559/69/J.
Inquiry for paint pads; tufted carpets. E.S.B. 49971/69/J.

PAKISTAN

Bulletin 233/69
Inquiry for oil drilling rig and ancillary equipment. E.S.B. 30851/69/J.

Bulletin 234/69
2s. Inquiry for gas manufacturing machinery. E.S.B. 49508/69/J.

Bulletin 236/69
Inquiry for textile machinery. E.S.B. 47008/68/J.

Bulletin 237/69
Inquiry for dies; furnace; plastic extrusion and pelletrying machinery; tensile testing machine; wire drawing and twisting machinery. E.S.B. 16119/69/J.

PHILIPPINES, REPUBLIC OF

Bulletin 235/69
Agency inquiry for automotive spare parts. E.S.B. 48980/69/J.
Agency inquiry for shock absorbers. E.S.B. 49042/69/J.

Bulletin 236/69
Inquiry for charcoal plant machinery. E.S.B. 50202/69/J.

Bulletin 237/69
Inquiry for steel plates and bars. E.S.B. 49043/69/J.

PORTUGAL

Bulletin 233/69
Agency inquiry for bathroom ware, fixtures and equipment; kitchen fixtures, equipment and apparatus. E.S.B. 48845/69/J.

Bulletin 236/69
Agency inquiry for glassware; tableware; tins. E.S.B. 49732/69/J.

Bulletin 237/69
Inquiry for thermal link. E.S.B. 49689/69/J.

QATAR

Bulletin 234/69
Agency inquiry for garden sprinklers, fountains and ornamental equipment; insecticides; plastic flower pots; seeds; sulphur powder. E.S.B. 44287/69/J.

Bulletin 237/69
Inquiry for building materials; contracting plant; earthmoving equipment. E.S.B. 47480/69/J.

RUMANIA

Bulletin 235/69
Manufacture under licence – ventilation and air conditioning equipment. E.S.B. 24472/68/J.

SAUDI ARABIA

Bulletin 234/69
Inquiry for earth moving equipment spare parts. E.S.B. 48976/69/J.

SIERRA LEONE

Bulletin 236/69
Inquiry for refrigerators. E.S.B. 49562/69/J.

Bulletin 237/69
Agency inquiry for agricultural machinery. E.S.B. 47661/69/J.

SINGAPORE, REPUBLIC OF

Bulletin 233/69
2s. Inquiry for marine engines and equipment; steel. E.S.B. 49530/69/J.

Bulletin 237/69
Agency inquiry for baths and fittings. E.S.B. 50244/69/J.

SOUTH AFRICA

Bulletin 236/69
Inquiry for rolling mill. E.S.B. 49045/69/J.
Inquiry for architects requirements; do it yourself items. E.S.B. 44674/69/J.
Inquiry for plastic coating equipment. E.S.B. 49386/69/J.

SOUTHERN YEMEN, PEOPLE'S REPUBLIC OF

Bulletin 232/69
Inquiry for electrical goods and accessories. E.S.B. 40123/69/J.

SWAZILAND

Bulletin 235/69
Inquiry for toilets. E.S.B. 45954/69/J.

SWEDEN

Bulletin 233/69
Inquiry for steel tubes. E.S.B. 49332/69/J.

Bulletin 236/69
Agency inquiry for automatic packaging systems; confectionery industry semis and raw materials; food colouring matter; pigments. E.S.B. 49008/69/J.

Bulletin 237/69
Agency inquiry for yams. E.S.B. 50205/69/J.

SWITZERLAND

Bulletin 232/69
Agency inquiry for animal medicaments; disinfectants. E.S.B. 49014/69/J.
Agency inquiry for laboratory equipment. E.S.B. 19623/69/J.
Inquiry for children's sheepskin coats and jackets. E.S.B. 19167/69/J.
Agency inquiry for shirts. E.S.B. 49015/69/J.
Inquiry for sheepskins. E.S.B. 48988/69/J.
Agency inquiry for leathers. E.S.B. 49016/69/J.
Inquiry for furniture; giftware; lamps. E.S.B. 49323/69/J.
*Agency inquiry for polyethylene plate; transmission belts. E.S.B. 48546/69/J.

Bulletin 233/69
Agency inquiry for tape. E.S.B. 48994/69/J.
Agency inquiry for plastic coated steel sheet and wire; plastic sheet, tube, valves and insulation material; steel bar, sheet, tube and wire. E.S.B. 48140/69/J.
Inquiry for sewing room machinery, equipment and accessories. E.S.B. 47638/69/J.
Inquiry for dietary, geriatric and pharmaceutical preparations. E.S.B. 49019/69/J.
Agency inquiry for sealing compounds. E.S.B. 49017/69/J.

Bulletin 234/69
Inquiry for knitwear. E.S.B. 49327/69/J.
Agency inquiry for laboratory electronic equipment. E.S.B. 17457/69/J.
Inquiry for air beds; bathing caps. E.S.B. 49326/69/J.
Inquiry for machine tools and attachments; optical instruments for machinery; tolerance and dimensional checking procedure machines. E.S.B. 49344/69/J.
Inquiry for automatic money-changing machines; credit card payment machines; ticket dispensing and electronic reading machines. E.S.B. 49331/69/J.

Bulletin 235/69
Agency inquiry for grinding machines. E.S.B. 49902/69/J.
Agency inquiry for textile piece-goods. E.S.B. 48941/69/J.
Inquiry for jointing, sealing and surface protecting compounds; special adhesives. E.S.B. 47930/69/J.
Inquiry for thread; yarns. E.S.B. 49717/69/J.
Inquiry for brewery plant and equipment; fruit processing equipment. E.S.B. 49933/69/J.

Bulletin 236/69
Inquiry for chemicals; latex; lubricants; metals. E.S.B. 48894/69/J.
Agency inquiry for construction kits; jigsaw puzzles; toys. E.S.B. 49950/69/J.
Inquiry for garden tools; grills and barbecues; hand tools; hardware kitchen utensils; playground equipment; swings and collapsible swimming pools. E.S.B. 49787/69/J.
Inquiry for construction kits; jigsaw puzzles; toys. E.S.B. 49950/69/J.

Bulletin 237/69
Inquiry for chemicals. E.S.B. 49785/69/J.

THAILAND

Bulletin 235/69
Agency inquiry for automotive parts; glue. E.S.B. 49538/69/J.

TRINIDAD/TOBAGO

Bulletin 233/69
Agency inquiry for furniture parts; hose fittings; plastic foam trays; plumbers' fittings. E.S.B. 46583/69/J.

Bulletin 237/69
Agency inquiry for angle iron; springs. E.S.B. 12191/69/J.

TURKEY

Bulletin 234/69
Inquiry in respect of citrus fruit packing house; tomato paste processing and packing unit. E.S.B. 17685/69/J.

Bulletin 235/69
Suspension of liberalized lists imports. E.S.B. 1209/G/J.

Bulletin 236/69
Agency inquiry for chemicals, plastics; raw materials. E.S.B. 45379/69/J.

UGANDA

Bulletin 232/69
Agency inquiry for office equipment; office supplies; stationery. E.S.B. 48874/69/J.
*Inquiry for ball point pens and refills; ball point refill making machinery; polypropylene; polystyrene. E.S.B. 48947/69/J.

UNITED ARAB REPUBLIC (EGYPT)

Bulletin 235/69
Inquiry for ammonia/urea plant. E.S.B. 29491/69/J.

UNITED STATES OF AMERICA

Bulletin 232/69
Inquiry for gymnastic equipment; recreational and sports goods. E.S.B. 4883/69/J.
Inquiry for giftware; souvenirs. E.S.B. 48897/69/J.
Inquiry for pipe and flange fittings. E.S.B. 49315/69/J.
Inquiry for castings. E.S.B. 13882/69/J.
1s. Inquiry for chromeware; glassware. E.S.B. 48982/69/J.

Bulletin 233/69
Inquiry for nylon fibre. E.S.B. 49573/69/J.

Bulletin 234/69
1s. Inquiry for pressure vessel ends. E.S.B. 6793/69/J.

Bulletin 235/69
Inquiry for forgings. E.S.B. 49061/69/J.

Bulletin 236/69
1s. Inquiry for fuze well adaptor. E.S.B. 23163/69/J.

Bulletin 237/89
Inquiry for machine tools. E.S.B. 50120/69/J.
Agency inquiries for communications equipment; electric generators; electronic control equipment; electronic measuring equipment; industrial electronic equipment. E.S.B. 49076/69/J.

Bulletin 237/69
Inquiry for grease fittings; grease hose assemblies. E.S.B. 50434/69/J.

VARIOUS

Bulletin 236/69
Agency inquiry for United Nations Development Programme (Special Fund.) E.S.B. 49990/69/J.

VENEZUELA

Bulletin 232/69
Agency inquiry for clothing accessories; hinges; nails; tacks; trunk accessories. E.S.B. 48693/69/J.

Bulletin 234/69
Agency inquiry for glass fibre threads; fabrics; E.S.B. 49585/69/J.
Agency inquiry for gardening and horticulture products. E.S.B. 48656/69/J.

YUGOSLAVIA

Bulletin 232/69
Inquiry for caravans. E.S.B. 47452/69/J.

ZAMBIA

Bulletin 235/69
Inquiry for dyeing and drying machine. E.S.B. 49359/69/J.

A party of 41 retailers from Portugal were the guests of Parkinson Cowan International Ltd., at an informal luncheon in London recently at the beginning of a week's visit. Picture shows Mr. G. C. S. Greenhead (left), overseas director of Parkinson Cowan Ltd., with Senhor Arnaldo Trindade the principal distributor in Portugal of the Fisher-Bendix automatic domestic washing machine.

Export Missions and Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses was published in October 1 issue of the Board of Trade Journal. ***Businessmen wishing to avail themselves of this assistance should consult in advance either the regional officers of the Board of Trade (see page viii of October 1 issue) or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757).***

OUTWARD MISSIONS

Sales boost in United States

BUSINESS worth almost $3.5 million was negotiated by the 12-man mission to the United States organized by the Agricultural Engineers Association. Shipments are due to start in 1970.

Leader of the mission, Mr. John E. Colman, said on his return: 'We were most welcome at the Chicago Farm Equipment Wholesalers Convention, which enabled us to speak to a lot of people under one roof.'

American farmers thought highly of British agriculture and expressed pleasure that British agricultural engineers were now looking to the United States market.

Mr. Colman confidently predicted that last year's total of nearly £2 million worth of British implements and machinery sold to the United States could be doubled in 1970.

Sellers' market in Australia

REPORTING on the mission of the Merseyside Chamber of Commerce and Industry to Australia in October, the leader of the mission, Mr. J. R. Leggate, comments that although it was probably the longest (29,000 miles) mission that could be arranged, it attracted more members (21) than any previous overseas mission from Merseyside. No member considered his visit was other than productive. 'While not accepting half a million pounds worth of business done by the members as an accurate yardstick, this figure gives a good indication of the financial benefits of this visit . . . it must be appreciated that in the present state of her growth Australia is now a sellers' market, and not only for consumer goods,' observes Mr. Leggate.

Mission yielded bonus results

MR. ROBERT BOOTH, director, who led a 17-strong Birmingham Chamber of Commerce team on a two-week selling mission to Australia, reports that the immediate gains from the mission include nearly £200,000 in firm orders received during the visit with expectation of an additional £900,000 in 1970 as a direct result of the mission. Equally important was the longer term gain that could be secured for Britain if more exporters seized trading and investment opportunities.

'The real growth of the Australian economy is now averaging about 5 per cent per annum and this rate may well increase,' says Mr. Booth. 'With full employment, the Australians are alive to the danger of inflation and the need to secure further expansion through much increased capital investment. The prospects are therefore very good for British machinery and engineering equipment as well as for more traditional exports, including suitable consumer goods to meet the demands coming from rising living standards. Apart from increased sales opportunities for direct exports, there is a need for British know-how, joint ventures, and industrial investment.'

As a result of taking part in this mission, a number of members have already made arrangements to visit Australia again in 1970 and they are unanimously agreed about the benefits of participating. One delegate, representing a small manufacturing company, found that as a mission member he was afforded instant access to the group purchasing director of a large chain store, whereas on a previous visit as an individual he had considered himself fortunate to secure appointments at store departmental buyer level.

Another had increased his sales in Australia by 300 per cent and a further mission member had logged sales which now make Australia his company's best export market in 1969. A number of members extended their stay after the official termination of the mission's visit to follow up further business prospects which had come to their notice.

Good wishes from Minister

WITH A personal letter of good wishes from the Minister of Technology in his pocket, Mr. Jim Beveridge, a director of Hamworthy Engineering of Poole, Dorset – part of the Powell Duffryn Group – flew to Argentina on December 1 on a mission which could mean several million pounds in orders for Britain.

Mr. Beveridge was attending the public tendering in Beunos Aires for providing the full range of marine equipment for an initial series of five cargo liners to be built in the Argentine.

The British marine equipment industry, through the British Marine Equipment Council, was among those tendering for the contract and it was in his capacity as chairman of the Council that Mr. Beveridge was making the visit. He was joining Mr. Donald Maxwell, director of the BMEC, Mr. C. C. W. Overton, of the British Overseas Engineering & Credit Co., and Mr. Gordon Hedley, of Archibald Walker & Partners, marine consultants.

Nearly 50 British firms joined forces to prepare a package deal for supplying every item of equipment for the new vessels.

INWARD MISSIONS

Buyers from France

SEVENTEEN French knitwear buyers from France's largest knitwear buying groups, large stores, and mail-order firms paid a most successful visit to London recently (*reports Philip J. Given, British Embassy, Paris*). They met British knitwear manufacturers, who showed them their collections for summer and autumn, 1970, in the London offices of the British Hosiery and Knitwear Export Group, whose director and secretary, Mr. A. R. Bicknell, in conjunction with the British Embassy, Paris, had organized the trip, with the co-operation of BNEC.

The French buyers were most impressed, not only by the garments which they saw but also by the hospitality shown by the British knitwear industry. They also went away with a much more favourable opinion of the 'cusine anglaise'!

The buyers, who saw 36 British manufacturers in three busy days, placed a large number of sample orders for immediate delivery. They learnt a great deal about what Britain has to offer in this field, but hinted that few British manufacturers ever visit them in Paris. In addition to learning what was available from Britain, they also advised on the improvement of ranges which did not immediately interest them, and commented on colours and styles.

Missions such as this offer an excellent opportunity for both buyer and seller to get together in a pleasant atmosphere, and to meet as many of their opposite numbers as possible in a relatively short time. Their object is to interest many more British manufacturers in an overseas market, but their value is greatly impaired if they are not followed up quickly by a visit to the country to meet the buyer on his home ground. In the event of such a visit, Commercial Officers in all posts are very willing to make the necessary appointments, and to facilitate arrangements for British visitors.

A party of leading Czechoslovakian timber technologists toured the Boulton and Paul Group's Lowestoft joinery factory recently. They were shown all aspects of timber processing and manufacturing in the factory, which is one of the most technically up to date in Europe. Of particular interest to the visitors was the timber drying equipment and the 'Vac-Vac' timber preservative impregnation plant which ensures that all Boulton and Paul softwood joinery used externally is protected against rot and insect attack. The visit was organized through a five-year agreement for collaboration in technology between the timber-consuming industries of the United Kingdom and Czechoslovakia.

Japanese examine pollution control equipment

EIGHT leading Japanese sewage and water treatment engineers examined British equipment during a recent six-day visit to this country.

Sponsor of the visit was BNEC Asia and the group visited factories and research laboratories in Sheffield, Stevenage, Portsmouth and Isleworth.

With Britain currently among world leaders in effluent control technology, BNEC Asia feels the time is now right for British industry to make a major contribution to counter the growing problem of pollution in Japan, in both the industrial and the urban sectors.

Export Orders

Firms are invited to send in brief details of recent export orders of contracts for insertion in these columns.

Rumanian order for Midlands firm

Three large chemical-glass plant orders have been placed with QVF Ltd., chemical engineers, of Stoke-on-Trent, by officials of Masinimport, the Rumanian state trading organization who recently visited Stoke to sign the contracts. The orders each include large quantities from the QVF range of modular glassware and fittings, which will be delivered to Rumania during 1970 for use in pharmaceutical factories at Bucharest and Cluj.

£170,000 Swedish order for cranes

An order for six Coles diesel hydraulic telescopic-boom cranes worth approximately £170,000 has been received by Tornborg & Lundberg AB, Swedish distributors of the British Crane & Excavator Corporation Ltd. from Nya Asfalt AB, of Stockholm. The order is for Hydra 300T, 30-ton capacity machines (the largest telescopic-boom cranes to operate in Sweden), Hydra 150T, 15-ton capacity machines, and a Hydra Husky rough-terrain crane.

50 per cent production increase

Orders from France, Iceland and Hong Kong are announced by Bearston Cutlery Ltd., Sheffield, for Kitchen Devil knives. They bring export business – started 18 months ago – to 42 per cent of sales volume. A 50 per cent increase in production has been requested for 1970.

Invitations – and £60,000 contract

A lecture to 200 industrialists in Rumania resulted in 'a lot of invitation' to an Ellesmere Port company to begin talks about possible orders. The lecture was given by Mr. Michael Ruddock, export director of H. H. Robertson (UK).

'In Rumania it is not possible to go knocking on customers' doors,' says Mr. Ruddock, 'but they invited us instead to talk to a large group of possible customers. We told them all about ourselves, our products and services and the first result has been a lot of invitations to return and talk to them individually about possible orders.'

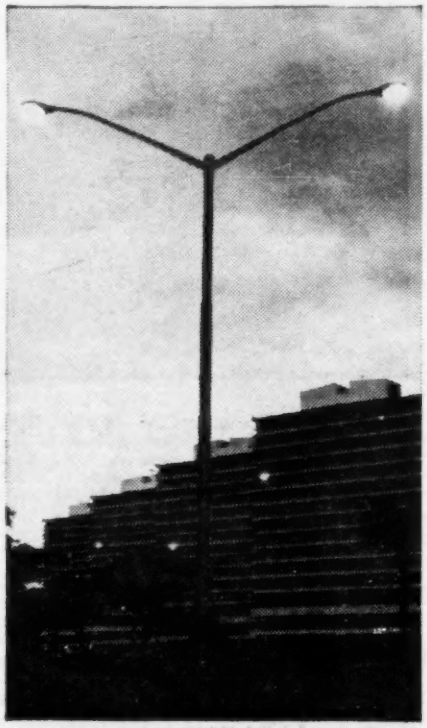
On his way back from Rumania, Mr. Ruddock signed a contract for £60,000 worth of Galbestos wall and roof cladding for a new paper mill near Prague, Czechoslovakia. This brought the company's total business won in Eastern Europe this year to nearly £700,000.

Television equipment for Spain

Orders for industrial closed-circuit television equipment, worth over £5,000, have been awarded to Epsylon Industries' television division. They are expected to result in further contracts worth nearly £20,000 in the next few months.

In Spain, Electroautomatica del Sur SA, Madrid, have ordered cameras and 19 in. (47·5 cm) monitors. On arrival in the Spanish capital, they will first be demonstrated at the SIMO Data Processing Exhibition.

From South Africa comes an order from Grosvenor Electronics for Epsylon Telescribers, which provide instant transmission of written material, and Telecheques, which inspect and verify cheques simultaneously at several points.



Thorn Lighting's Alpha Seven lanterns in Singapore. Substantial orders have recently come from the Middle East, Malaysia and Ecuador for Thorn's street lighting equipment.

Coal washery for Argentine

West's (Manchester) Ltd., a member of West's Group of Industries, have obtained an £187,000 order from Yacimientos Carboniferos Fiscales, the national coal authority of the Republic of Argentina, for coal washing equipment to be installed at the Rio Turbio mine in Patagonia. The mine is 1,800 miles from Buenos Aires in the province of Santa Cruz, near the southernmost tip of Argentina.

The first items of equipment will be shipped before the end of this year, and the plant is expected to be operational early in 1971. Erection work will be carried out by YCF and West's will provide supervisory staff.

Consulting engineers for the project, retained by the Argentine Government, are Powell Duffryn Technical Services Ltd.

£100 million figure achieved

British Aircraft Corporation's Preston Division has maintained its record of exporting one quarter of all aircraft and parts sold overseas by the British aerospace industry.

Latest figures show that the Division has exported over £32 million worth during the first nine months of the year.

The total export sales since the beginning of 1966 now amount to more than £107 million.

One of Britain's best-selling aeroplanes during the last three years has been the Lightning which, so far, has earned some £70 million in overseas markets. Talks are now going on with other prospective buyers.

During the last four years, Canberra exports have totalled some £30 million and, today, demand for this aircraft is still considerable. The Division's factory at Samlesbury is currently rebuilding more than 40 aircraft against existing orders, the largest number of Canberras ever to be rebuilt at any one time.

The BAC 167 Strikemaster is in production for several overseas customers and new orders are under negotiation. The value of Strikemasters exported to date is some £12½ million.

Textile machinery for Uganda

Giddings & Lewis-Fraser emulsifying, batching and jute carding machinery costing £55,000 has been ordered for a mill being built at Kampala, Uganda, by Birla Bros (Private) Ltd., of Calcutta, in association with the Uganda Development Corporation – the first time the company has supplied machinery to Uganda.

The mill is expected to be operational in mid-1970.

Argentine airlines order BAC jets

The Argentine airline AUSTRAL and its partner ALA have ordered three of the new and larger BAC One-Eleven 500 series jet airliners. This sale underlines the success of the 74-seat One-Eleven 400 series already operated by the airlines, which become the first carriers outside the United Kingdom to operate complementary fleets of the two basic sizes of One-Eleven.

£250,000 orders from Mexico and Brazil

Following the recent announcement of the capture of a much-contested £300,000 Mexican contract for Yorkshire Electric Transformers, another Aberdare Holdings Company, Linegear Ltd., of Banbury, have secured orders worth £250,000 from Mexico and Brazil. Both orders are for isolators of the type in which this company has specialized for some years. The equipment for both contracts is being manufactured at the company's factory at Adderbury, Banbury.

Boiler feed pumps contract

One of the biggest orders for boiler feed pumps ever to be obtained by a British manufacturer has been won by Ryaland Pumps Ltd., of Altrincham, Cheshire. The order, worth more than £200,000, is for the supply of more than 2,000 pumps over the next two years for fitting to package boilers made by Glasgow-based John Thompson Cochran Ltd. Over 40 per cent of the boilers will be exported.

Machine tools to Pakistan

ABMTM have reached an agreement with the East Pakistan Industrial Development Corporation for the supply of machine tools and plant, technical know-how, and other services to a value of approximately £3·5 million for their machine tool manufacturing plant in Joydebpur. ABMTM have appointed John Mowlem & Co. Ltd. of London to carry out the civil engineering design and construction work involved.

The formal contracts, to be exchanged in early 1970, will provide for 10 years' credit terms.

This success was announced on their return from Pakistan by ABMTM's managing director, Mr. John S. Halbert, and Mr. Horace Morgan, export commercial director.

ABMTM, an international marketing organization selling British machine tools and plant throughout the world, are based in London, have branch offices throughout the United Kingdom, also overseas companies and a world network of agents.

Sales to Japan up 29 per cent

Howard Rotavator Co. Ltd., main operating company of the Rotary Hoes group, announce the signing of a contract with their Japanese distributors for the supply of £267,000 worth of machines for 1970 – an increase of 29 per cent over the current year's contract. Most of the machines are tractor-powered Rotavators mainly for use in wet rice cultivation.

Order follows visit to Peru

Following discussions in Peru during a South American tour by Mr. R. E. L. Williams, export sales manager, instrument division, Evershed & Vignoles Ltd., Chiswick, a member of the George Kent Group, an order has been received from Lima, Peru, for 80 instruments from the range of 'Megger' electrical testers.

£10 million inquiries

Inquiries for more than £10 million worth of overseas business were received by Ideal Structures Ltd., London, manufacturers of prefabricated extension bathrooms and kitchens, during the first seven days of the International Building Exhibition at Olympia, London. Only one of the inquiries – from Holland – was for prefabricated bathroom units. The others, from Yugoslavia, France, Spain, Sweden, Denmark, Austria and the Republic of Ireland, were for other prefabricated structures and factory-made wall panels.

One of the inquiries was for 4,000 prefabricated bungalows, this contract being worth over £6 million.

£130,000 Australian orders

A four-week tour of Australia by John L. Day, export sales manager of Thermos Ltd., has won orders worth over £130,000. Although sizeable for a four-week selling period, these orders represent a relatively small percentage of the company's sales in Australia, where Thermos products have been outright brand leaders for some years.

The purpose of the tour, in addition to discussion with the Thermos Pty. Ltd. management in Australia, was to sell and make an in-depth market assessment, establishing close contact with wholesalers and retailers. A 50 per cent increase in the company's exports to Australia should be realized in 1970.

£250,000 initial Canadian order

A £250,000 order from Canadian commercial printers has been won by the Printing Machinery Division of Baker Perkins Ltd., Peterborough. The order, part of a £3 to £4 million modernization programme, is for a twin satellite Halley Aller web offset press which will print four colours on each side of a web at speeds of 1,000 to 1,200 ft./min.

This is the first order won by Baker Perkins in the Canadian market.

Locomotives for Middle East

The Hunslet Engine Company of Leeds have completed negotiations for the supply of 13 locomotives to the Egyptian Delta Light Railway. This order continues the long association between these two companies which began in 1934 with the delivery of the first diesel locomotive – a 112 h.p. four-wheeler.

The present order is for locomotives designed to haul trains of up to 400 tons at a speed of 18¾ m.p.h. The train cargo will consist of sugar cane from the fields to the mill and the transporting of the finished product to the main line.

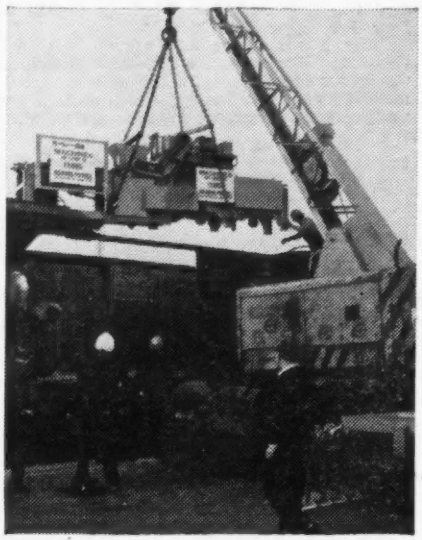
£40,000 order from Germany

A £40,000 order has been received by Tally Ltd., Croydon, from AG Telefunken of the Federal Republic of Germany for 100 P120 high-speed perforators for computer output.

Control units for Concorde

Dowty have received from Sud Aviation an order worth more than £1.5 million for power flying control units for the pre-series production Anglo-French Concorde supersonic airliner. The company has also been instructed to proceed with initial stages of manufacture of this equipment for use in the production Concordes to be delivered to airlines beginning in 1973.

Both the British- and French-built Concorde prototypes are equipped with Dowty power controls and the company has been associated with this Anglo-French project since June 1965.



Adams Powel Equipment Ltd. of Gateshead, Co. Durham, have despatched on time the first of two big orders for concrete tile-making equipment to France. The order, worth £115,000, consists of one of their CA 5000 machines, capable of producing up to 5,000 tiles an hour, plus conveyors and all the ancillary equipment necessary to equip a modern tile factory. The photograph shows part of the machinery being loaded by British Rail equipment into one of the Continental freight wagons which will take the order to France.

Power for Norwegian tankers

Nine 200-kW diesel generating sets, worth approximately £50,000, have been supplied by the Dorman Engine Division of English Electric Diesels Ltd. to Smith's Dock Co. Ltd. of Middlesbrough for installation in three 4,300-ton dw tankers for Norwegian owners.

'Black boxes' worth £30,000

The avionics division of A. & M. Fell (Manufacturing) Ltd., Newhaven, have received a £30,000 order from Leigh Instruments Ltd., Canada, for 50 Fell aircraft crash recorders ('black boxes'). This follows an initial order for 50 recorders placed by Leigh in April 1968.

More spheres for Finland

Whessoe Ltd. have secured an order from Finland for the supply of fabricated material for two spherical storage vessels, each 43 ft. 6 in. (13.25 metres) in diameter. The spheres, to be fabricated at the company's Darlington works, will provide a storage capacity of 2,400 cubic metres for a liquified petroleum gas handling facility to be built for the Helsinki City Gas Works.

This order is the second multi-thousand-pound contract secured by Whessoe's Finnish agent in recent months.

Space terminal in Trinidad

Another space communications ground terminal has been ordered from Marconi – a fully steerable system with a 97-ft. (29.6-metre) diameter dis aerial to be installed at Matura, Trinidad. This new order, which includes the aerial structure and complete electronic system, brings the total value of orders won by the Marconi space division so far to £14 million, of which over 5.25 million has been won this year with some 80 per cent export business.

European order for extruder

The first order for an 8-in. compounding extruder was received recently by Modern Plastic Machinery Corporation (UK) Ltd., Kirkcaldy, from a European polymer manufacturer. Up to now 6 in. has been the largest size of extruder manufactured by this Scottish firm, but even larger sizes are expected in due course.

Another order recently received from Europe was for a large-scale 1,500-mm. coating plant.

£600,000 Kenya road contract

A new road linking Kenya's tea-growing area of Limuru with Nairobi is to be built by The Mowlem Construction Company, a member of the Mowlem Group. The road will be 20 miles long and the contract, involving part re-alignment of existing roadway and part new road of full all-weather standard, will cost approximately £600,000. The work will start forthwith and take about 18 months.

Orders worth over £250,000

Further orders are announced by Rose, Downs & Thompson Ltd. (Davy-Ashmore Group), the Hull, Yorks., engineering company. They include vegetable oil extraction and processing plant, valued at almost £250,500, to be supplied to 16 countries, among them Nigeria, Greece, the Lebanon, Gambia, Guyana, Peru and the Philippines.

The company's exports are currently running at over 80 per cent of total output.

Sales to Japan double

The Llandudno machine tool firm of Z. Brierley Ltd. have established a successful market for its products in Japan. Sales have doubled there in the past 12 months for the company's twist drill grinding machines.

The firm have pursued a policy of making regular sales trips to Japan. Mr. R. E. Spavold, marketing director, recently returned from a visit, and Mr. Zachry Brierley will also be in Japan during the course of a trade mission to Australasia and the Far East early in the New Year.

Brierley's products are distributed throughout Japan by Tomita Kogyo of Tokyo. Their technical director, Mr. Mitake, visited Llandudno a few weeks ago to study the Welsh firm's manufacturing and marketing methods.

The company's products will be on display at the International Machine Tool Exhibition in Osaka in 1970.

Year's exports top £2 million

An increase of just under 12 per cent in direct exports is shown in the annual report of Cooper, McDougall & Robertson Ltd. The value of exports was £2,154,809 for the year ended August 31, 1969, against £1,924,383 for the previous year.

£200,000 computer system

After an 18-month study, Van Heugton, a leading Dutch carpet manufacturer, has chosen a Honeywell computer as the basis of an integrated management information system for 40 subsidiary companies. A contract worth £200,000 has been signed for a model 1250 computer system and associated peripheral equipment, to be delivered from Honeywell's Newhouse, Scotland, plant in 1970.

German sales almost doubled

The Royal Doulton Group's export drive is now well under way and producing reassuring results in the Federal Republic of Germany. Sales from January to October 1969 almost doubled compared to the same period for 1968 and Doulton's fine china is now on sale in over 80 leading stores throughout the country.

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM)

GOODS IN OVERSEAS TARIFF LIST.

The lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of the Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

EUROPEAN COMMUNITIES

Common agricultural policy

THE TEXTS of the following Regulations, Proposed Regulations and Decisions which affect the various agricultural sectors in the EEC have been published in the *Journal Officiel des Communautés Européennes.*

The French text of the Regulations, Proposed Regulations and Decisions may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

GENERAL

Decision No. 69/425/CEE modifies **Decisions Nos. 69/377/CEE, 69/392/CEE** and **69/410/CEE** relating to the methods of applying **Decision No. 69/375/CEE** authorizing Germany to take safeguard measures in the agricultural sector (*Journal Officiel* No. L296 dated November 25, 1969).

The *Journal Officiel des Communautés Européennes* No. C152 dated November 28, 1969, contains the text of a Proposed Regulation relating to measures to be taken in the agricultural sector following the revaluation of the Deutsche Mark. It should be noted that the text of this Proposed Regulation, when finally approved, may differ from the draft text referred to above.

MILK AND MILK PRODUCTS

Regulation (CEE) No. 2308/69 modifies **Regulation (CEE) No. 1732/69** relating to regular auctions for the disposal of milk fats intended for the manufacture of fat blends (*Journal Officiel* No. L293 dated November 21, 1969).

Decision No. 69/432/CEE relates to fixing the minimum price of powdered skimmed milk for the eighteenth special auction affected under **Regulation (CEE) No. 1286/69** (*Journal Officiel* No. L297 dated November 26, 1969).

Decision No. 69/433/CEE relates to fixing the minimum price of butter for the ninth special auction effected under **Regulation (CEE) No. 1659/69** (*Journal Officiel* No. L297 dated November 26, 1969).

Decision No. 69/434/CEE relates to fixing the minimum price of butter for the fifth special auction effected under **Regulation (CEE) No. 1871/69** (*Journal Officiel* No. L297 dated November 26, 1969).

Regulation (CEE) No. 2360/69 modifies **Regulation (CEE) 1390/69** relating to the provision of butter, at a reduced price, to certain processing industries in the community (*Journal Officiel* No. L299 dated November 28, 1969).

Regulation (CEE) No. 2376/69 fixes the rates of the refunds, applicable from December 1, 1969, for certain milk products exported in the form of goods not covered by Annex II of the Treaty (*Journal Officiel* No. L300 dated November 29, 1969).

SUGAR

Decision No. 69/424/CEE relates to the fixing of the maximum amount of the refund for the fifth partial auction of white sugar effected under the provisions of **Regulation (CEE) No. 1965/69** (*Journal Officiel* No. L293 dated November 21, 1969).

Regulation (CEE) No. 2322/69 concerns an adjudication for determining the export refund of unrefined beet sugar (*Journal Officiel* No. L294 dated November 22, 1969).

Decision No. 69/426/CEE fixes the maximum amount of the denaturation premium for sugar for the auction specified by **Regulation (CEE) No. 2231/69** (*Journal Officiel* No. L296 dated November 25, 1969).

Regulation (CEE) No. 2378/69 fixes the rates of the refunds, applicable from December 1, 1969, for sugar and molasses exported in the form of goods not covered by Annex II of the Treaty (*Journal Officiel* No. L300 dated November 29, 1969).

Regulation (CEE) No. 2334/69 relates to financing intervention expenses in the interior market in the sugar sector (*Journal Officiel* No. L298 dated November 27, 1969).

The *Journal Officiel des Communautés Européennes* No. C152 dated November 28, 1969 contains the text of a Proposed Regulation to modify **Regulation (CEE) No. 1009/67** which is the basic Regulation establishing a common organization of the market for sugar. It should be noted that the text of this Proposed Regulation, when finally approved, may differ from the draft text referred to above.

CEREALS AND RICE

Regulation (CEE) No. 2338/69 renews Articles 1 to 4 of **Regulation (CEE) No. 290/69** fixing the criteria for the movement of cereals intended as food aid (*Journal Officiel* No. L298 dated November 27, 1969).

Regulation (CEE) No. 2377/69 fixes the rates of the refunds applicable from December 1, 1969 to certain products in the cereals and rice sectors, exported in the form of goods not covered by Annex II of the Treaty (*Journal Officiel* No. L300 dated November 29, 1969).

AVICULTURAL PRODUCTS

Regulation (CEE) No. 2379/69 relates to reducing the compensatory amounts applicable to certain French exports of avicultural products to third countries (*Journal Officiel* No. L300 dated November 29, 1969).

OILS, FATS AND OILSEEDS

Regulation (CEE) No. 2309/69 relates to the conditions concerning aid for olive oil (*Journal Officiel* No. L294 dated November 22, 1969).

CATTLEMEAT, BEEF AND VEAL

Regulation (CEE) No. 2381/69 modifies **Regulation (CEE) No. 1666/69** relating to certain measures to be taken in the cattlemeat sector following the devaluation of the French Franc (*Journal Officiel* No. L300 dated November 29, 1969).

(*Continued on next page*)

EUROPEAN COMMUNITIES, *continued*

PROCESSED AGRICULTURAL PRODUCTS

The *Journal Officiel des Communautés Européennes* No. C151 dated November 26, 1969 contains the text of a Proposed Regulation to modify **Regulation (CEE) No. 1059/69** which determines the exchange rules applicable to certain goods resulting from the processing of agricultural products. It should be noted that the text of this Proposed Regulation, when finally approved, may differ from the draft text referred to above.

The *Journal Officiel des Communautés Européennes* No. C151 dated November 26, 1969 contains the text of a Proposed Regulation establishing special measures to improve production and marketing in the community citrus fruits sector. It should be noted that the text of this Proposed Regulation, when finally approved, may differ from the draft text referred to above.

PIGMEAT

Regulation (CEE) No. 2346/69 relates to the reduction of the compensatory amount applicable, in the pigmeat sector, to certain French exports to third countries (*Journal Officiel* No. L298 dated November 27, 1969).

Suspension of duties in the common tariff

THE *Journal Officiel des Communautés Européennes* No. L298 dated November 27, 1969, contains the text of **Regulation (CEE) No. 2337/69** temporarily suspending, at a rate of 13 per cent, the common customs tariff applicable to sprats (Tariff Heading No. 03.01 B I (a) 2 (bb)) until December 31, 1969.

The French text of this Regulation may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

Customs legislation in the EEC

THE *Board of Trade Journal* dated April 18, 1969 (page 1138) contained an announcement about **Regulation (CEE) No. 542/69** concerning the transit of goods within the community. The *Journal Officiel des Communautés Européennes* No. L295 dated November 24, 1969 contains the texts of a number of Regulations affecting community transit.

Regulation (CEE) No. 2311/69 concerns the working methods of the guarantee contract system specified by Article 32 of **Regulation (CEE) No. 542/69.**

Regulation (CEE) No. 2312/69 relates to information, by interested parties, on the development of community transit operations which concern them.

Regulation (CEE) No. 2313/69 relates to the internal community transi document, established to prove the community nature of goods.

Regulation (CEE) No. 2314/69 relates to the formula for transit notes specified in the community transit system.

Regulation (CEE) No. 2315/69 relates to the use of community transit document, established to prove the community nature of for the control of the utilization and/or destination of the goods.

The French texts of all Regulations referred to may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

Harmonization of legislation: motor vehicles

THE *Journal Officiel des Communautés Européennes* No. C152 dated November 28, 1969 contains the texts of two Proposed Directives as follows:

1. Proposed Directive concerning the harmonization of Member States' legislation relating to the discharge of polluting gases coming from spark-ignition engines fitted to motor vehicles.
2. Proposed Directive to modify the Proposed Directive published in the *Board of Trade Journal* dated December 27, 1968, concerning acceptance of motor vehicles and their trailers.

It should be noted that the texts of these Proposed Directives, when finally approved, may differ from the draft texts referred to above.

The French texts of the Proposed Directives may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

SPAIN

Customs tariff amendments

THE SPANISH *State Gazette* of November 14 announced the following additions and extensions to the Capital Goods List of the Spanish Customs Tariff effective from November 15:

Additions: Tariff Heading	Description	Reduced duty	Valid during
84.10 E 1	Piston pumps for mud, double or triple effect, over 600 litre/min. flow and pressure over 100 kg/cm simultaneously	5%	2 years
84.44 B 1	Rolling mills over 40,000 kg. weight	5%	1 year
84.45 C 6	Cutlery grinding hydraulic machines (automatic cycle)	5%	2 years
84.45 C 10	Horizontal rotary hydraulic machines for forming edges of metal profiles specially for making motor car bumpers	5%	2 years

Extensions: The new period will be in force from the expiry of the previous concession:

Tariff Heading	Description	Reduced duty	Valid during
84.11 D 1	Turbo pumps and turbo compressors	5%	2 years
84.12 or 84 15 B 2	Self-contained refrigerating units actuated by heat machines for fitting in containers, lorries and railway wagons	5%	2 years
84.14 C	Catalyzing furnaces for chemical industries of a weight exceeding 10,000 kg.	5%	2 years
84.17.1	Catalysis chambers for chemical industries, of a weight exceeding 22,000 kg. and thickness of metal wall over 40 mm.	5%	2 years
84.23 A	Excavators retroexcavators articulated mechanical shovels on caterpillar tracks (capacity of shovel over $1m^3$) wheel mounted mechanical shovels with capacity over $1·9\ m^2$	5%	2 years
84.23 B	Bulldozers, scrapers, scarifiers pile drivers and snow ploughs, other than those falling within heading 87.03 self-propelled graders of less than 130 and more than 180 metric h.p.	5%	2 years
84.23 D	Machines and mechanical appliances falling within sub-heading 84.23 D	5%	2 years
84.45 C 2 (a) 1	Horizontal reamers, including universal reamers, with cutter-bars of a diameter exceeding 180 mm. weighing more than 50,000 kg. each	5%	2 years
84.45 C 2 (a) 1	Mobile standard reamers with cutter-bars of a diameter exceeding 180 mm., weighing more than 50 000 kg. each	5%	2 years
84.45 C 4	Vertical broaching machines with broaches of more than 2 metres	5%	2 years
84.45 C 6	Surface finishing machines (lapping, polishing and honing machines)	5%	2 years
84.45 C 7	Centring machines as defined in Additional Explanatory Note No. 39 of the Central Directorate of Customs	5%	2 years
84.46 A	Automatic machines for working glass in the cold	5%	2 years
84.57 A	Automatic machinery for the manufacture and working of glass and glassware in a hot or liquid state	5%	2 years
84.57 B	Automatic machines for assembling electric, electronic and similar lamps, tubes and valves	5%	2 years
84.59 J	Continuous-action machines for cold silvering of flat glass	5%	2 years
85.13 B 1 (b)	Message transmitting and receiving apparatus including printer-type and perforating type apparatus (teleprinter, keys, keyboard transmitters, automatic transmitters tape re-transmitters, Morse-type recorders, sounders and printer-type receivers); signal repeaters and automatic error correctors other than automatic transmitters	5%	2 years

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460/462).

Temporary imports regime

THE SPANISH *State Gazette* of November 10 published Decree No. 2665/1969 of October 25, passing the revised text of basic provisions relating to the regime of temporary admissions. Specific standards and procedure are reserved for subsequent regulations which the Ministries of Finance and of Commerce must submit within three months for Spanish Government approval. Current standards regulating the procedure for application, proceedings, concessions and Customs rules of temporary admissions remain in force until the new regulations are passed.

Inquiries about this notice should be made to the Export Services Branch, Board of Trade, Room E53, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460, 462) where the Spanish text may be seen.

Duty-free import quota: coking coal

IN THE *Board of Trade Journal* of February 14, page 474, notice was given of a duty-free import quota of 2,300,000 tons of coking coal (Tariff heading 27.01A) valid until the end of this year.

The Spanish *State Gazette* of November 27 announced that the quota had been increased by 250,000 tons.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460, 462).

FRANCE

Duty-reduced quota for dried grapes

THE FRENCH *Journal Officiel* of November 29 announced that for the period December 1, 1969, to November 30, 1970, inclusive, the quota for the import of dried grapes (Tariff heading 08.04 B) at a reduced rate of duty of 1.2 per cent has been fixed at 4,040 quintals net.

Imports must be routed through the following customs posts:

Dunkerque-port; Marseilles-port; Le Boulou – Le Perthus – gare, route et entrepot; Hendaye – Behobie – gare et route; Le Havre-port.

Inquiries relating to the notice should be addressed to the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423, 408, 288), where the full French text may be seen.

AUSTRIA

Reductions in certain import duties

THE FOLLOWING PRODUCTS, if not manufactured in Austria, may henceforth be imported duty free. If manufactured in Austria, but not in sufficient quantities to supply the market, the duty as hitherto will be 5 per cent *ad valorem*.

BN	Commodity
Ex Chapter 29	Chemically homogeneous products intended exclusively for the preparation of plant protection products.
Ex Chapter 29	Chemically homogeneous products capable of being used as plant protection products.
38.11	Disinfectants, insecticides, fungicides, weedkillers, anti-sprouting products, rat poisons and similar products, put up in forms or packings for sale by retail or as preparations or as articles (for example, sulphur-treated bands, wicks and candles, fly-papers).

The following products, if not manufactured in Austria may henceforth be imported duty free. If manufactured in Austria, but not in sufficient quantities to supply the market, they may be imported at half the previous rate of duty.

BN	Commodity
Ex 84.06	Internal combustion piston engines, except those for boats covered by BN 89.01 A. and those for tractors covered by BN 87.01 A and C.

The following, if not manufactured in Austria, will henceforth be subject to duty at the rate of 10 per cent *ad valorem*. If manufactured in Austria, but not in sufficient quantities to supply the market, they will be subject to duty at half the previous rate.

BN	Commodity
Ex 84.06	Internal combustion piston engines intended for use in boats covered by BN 84.01 A and for tactors covered by BN 87.01 A and C.

All inquiries arising from this notice should be addressed to Export Services Branch, Board of Trade, Room E53, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 458, 459 and 462).

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.

Further reductions in import duties

THE *Board of Trade Journal* of November 19, 1969, published proposed reductions in Austrian import duties due to come into effect on November 15, 1969. These reductions have now been adopted and the following items have been added to the list:

B.N.	Commodity	
18.04	Cocoa butter (cocoa fat and cocoa oil)	5%
18.05	Cocoa powder, unsweetened	7½
ex 32.08	Glass frit	10%
44.14 B C	Wood, sawn lengthwise, sliced or peeled but not further prepared, of a thickness not exceeding five millimetres; veneer sheets and sheets of plywood of a thickness not exceeding five millimetres; of oak, walnut and elm, and of wood of other European trees, except poplar, willow, linden and beech and beech, and of wood of European connifers	13%
44.18	Reconstituted wood, being wood shavings, wood chips sawdust, wood flour or other ligneous waste agglomerated with natural or artificial resins or other organic binding substances in sheets, blocks or the like	13%
73.36 B	Stoves, burners, ranges (including stoves for central heating), cookers, wash boilers not electrically operated, plate warmers and similar equipment, of a kind used for domestic purposes not electrically operated and parts thereof, of iron and steel	17%
73.38 B	Articles of a kind commonly used for domestic purposes, sanitary and hygienic wares, and parts thereof, of iron and steel excluding electrical articles and baths.	
	3 a Of sheet or plate falling within heading 73.13	20%
	3 b Other	15½
74.05 B	Strips of copper foil with a thickness of 0·15 millimetre or less	11½
76.03 B 2	Wrought plates, sheets and strips, of aluminium, with a thickness of not more than 0·20 mm. worked	12%
ex 83.02	Base metal fittings and mountings of a kind suitable for furniture, against grant from the Federal Ministry for Trade and Industries	17%
84.17 B	Machinery, plant and similar equipment, whether or not electrically heated, for the treatment of materials by a process involving a change of temperature such as heating, cooking, roasting, distilling, rectifying, sterilizing, pasteurizing, steaming, drying, evaporating, vapourizing condensing or cooling, not being used for domestic purposes	10%
ex 85.14 A	Parts for loudspeakers	10%
ex 85.19 B 4	Electrical oven switches for the production of electrical stoves and cooking plates against grant from the Federal Ministry for Trade and Industry, weighing less than 5 Kg.	18%
91.06 B	Times witches with clockwork or synchronous motors for recording or otherwise indicating intervals of time	12%
94.01 A	Chairs and other seats whether or not convertible into beds:	
	1 b Of wood, other than those with seats and backs covered in vegetable horsehair, and other than those of bentwood	18%
	2 a Of artificial plastic materials	18%
	b Of other materials	18%
94.01 B	Parts of such goods:	
	1 b Armchair seats and backs, of plywood	16%
	1 c Other parts of wood, other than reconstituted wood, or armchair seats and backs of plywood	16%
	2 Of base metal	10½
	3 Of artificial plastic materials	14½
94.03	Other furniture and parts thereof:	
	B Of wood	18%
	C Of base metal	14½
	D Other	14½

All inquiries arising from this notice should be addressed to Export Services Branch, Board of Trade, Room E.53, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 458, 459 and 461).

GREECE

Elimination of certain import duties: greenhouses

IT HAS BEEN announced in the Greek Government *Gazette* that from July 25, 1969, to December 31, 1971, machinery, accessories, metal structures and other instruments and materials of a non-consumable nature, constituting greenhouses, which are imported by individual cultivators, agricultural co-operatives or enterprises, or by the State, with a view to developing the cultivation of flowers and other garden produce shall be exempt from all import duty and other taxes levied at the customs, provided that the items are not produced in Greece and that this is certified by the Ministry of Industry.

From December 31, 1971, to December 31, 1975, these commodities shall be subect to duties and taxes at half the present rate.

All inquiries arising from this notice should be addressed to Export Services Branch, Board of Trade, Room E53, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420, 475).

(GREECE, *continued on next page*)

GREECE. *continued*

Ban on use of cyclamates

IT HAS BEEN announced by the Greek Ministry of Social Services that the use of sodium cyclamate and calcium cyclamate sweetening substances in the preparation of pharmaceutical products or diabetic foods has been prohibited.

No proprietary preparations containing these substances may henceforth be imported into Greece from abroad. At the time of certification of import permits for pharmaceutical products of diabetic foods, it will be necessary to submit an official statement on stamped paper that the product to be imported does not contain sodium cyclamate or calcium cyclamate.

It is believed that manufacturers and agents in Greece have been ordered to withdraw stocks containing the substances from circulation. It is not yet clear, however, how far this will be enforced.

Any inquiries about this notice should be addressed to the Export Services Branch, Board of Trade, Room E53, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420, 475).

LEBANON

Import of seed potatoes

THE LEBANESE *Official Gazette* No. 83 of October 16, 1969, published details of new regulations concerning the imports of seed potatoes into the Lebanon for the 1969-1970 early and late seasons.

Import of apples and apple plants

THE LEBANESE Minister of Agriculture has issued new regulations (Arrete No. 206/1 of August 20, 1969) banning the entry into the Lebanon of apples and apple plants and parts thereof.

Inquiries about either of these notices should be addressed to Export Services Branch, Board of Trade, Room E61, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420, 475).

Business visits

BUSINESS VISITORS to the Middle East are advised that there is at present no reason to exclude the Lebanon from their itinerary because of the recent incidents in that country. At the date of going to press, conditions in Beirut the capital, are normal, and there was in fact very little disturbance in the capital even during the recent troubles. In the event of any further incidents, intending visitors who are in any doubt as to the advisability of going to Beirut are advised to consult Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 3454).

IRAN

Import regulations

THE CENTRAL BANK of Iran has made the following announcements:

(1) It is no longer necessary to obtain the prior agreement of the Ministry of Economy for the import of air and oil filters for combustion engines (excluding industrial filters) falling under Tariff No. 838.

(2) The import of synthetic fibres falling under Customs Tariff Nos. 462, 463, 467 and 568 (excluding nylon and stretched nylons) does not require the prior agreement of the Ministry of Economy. Regulations concerning the registration of synthetic fibres have been issued.

All inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420, 475).

KENYA

Import licensing regulation

LEGAL NOTICE No. 261 published in the Kenya *Official Gazette Supplement* announces, with effect from November 19, the Imports, Exports and Essential Supplies (Import) (Amendment) (No. 7) Order, 1969, which amends the Imports, Exports and Essential Supplies (Imports) Order, 1968. The First Schedule to the latter Order, published in the *Board of Trade Journal* of December 13, 1968 (pages 1662-1664) and subsequently amended, is now further amended by the addition of the following items:

FIRST SCHEDULE

Code	Division Number, Group Number, Item, Codes and Items
	Division 58 – Plastic materials, Regenerated Cellulose and Artificial Resins.
	Group 581 – Plastic materials, regenerated cellulose and artificial resins.
581 1 0 0	Products of condensation, polycondensation and poly-addition (e.g., phenoplasts, aminoplasts, alkyds, polyallyl esters and other unsaturated polyesters, silicones).
581 2 0 0	Products of polymerization and copolymerization (e.g., polyethylene, polysterene, polyvinyl, etc., derivatives, coumaroneindene resins).

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471/2/3.)

MALAWI

Introduction of metric system for medicines and drugs

GENERAL NOTICE No. 1078 published in the Malawi Government *Gazette* of November 14 reads as follows:

'It is hereby notified that the Minister of Trade and Industry, after consultation with the Minister of Health and with the approval of His Excellency the President has instructed that from June 30, 1970, all transactions in medicines and drugs shall be by reference to units of the metric system of weights and measures: and on the said date the apothecaries system of weights and measures shall cease to be lawful for use in trade in Malawi.'

Any inquiries relating to this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2226), quoting Ref. CRE 28667/G.

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SOUTH YEMEN

Nationalization

LAW No. 37 of November 27, 1969 provides for nationalization in the fields of banking, insurance, trading, port operation and petroleum distribution in the South Yemen. Five Boards (Bank, Commercial, Port, Petroleum and Planning) will run the nationalized sectors under the control and co-ordination of an Economic Corporation headed by the Deputy Prime Minister for Financial and Economic Affairs.

The Arabic text of the law and a rough English translation will soon be available. Inquiries should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2221).

MALAYSIA

Pioneer Industries

THE BOARD OF TRADE [illegible] informed by cable that the Malaysian Government has declared the following industries and products to be Pioneer Industries and Pioneer Products under the Investment Incentives Act, 1968:

Industries	Products
1. Manufacture of industrial chemicals	Magnesium hydroxide, magnesium oxide, magnesium carbonate, bromine, ethylene bromide, potassium chloride, magnesium chloride.
2. Manufacture of dairy products	Ghee.
3. Manufacture of miscellaneous food preparations	Toong-Foon/Suhoon.
4. Manufacture of motor vehicle parts and accessories	Dynamos, alternators, starter motors, regulators, distributors, ignition coils.
5. Manufacture of optical goods	Spectacle frames and parts – all types, spectacle glass, blanks and lenses.
6. Manufacture of industrial chemicals	Deodorizers, air purifiers, cresols and derivatives, fillers for plastics.
7. Canning and preserving of fruits	Frozen Malaysian fruit juice concentrate and jam.
8. Manufacture of textiles	Sewing thread of all types.
9. Manufacture of rubber products, n.e.s.	Rubberized coir and other fibre products for mattresses, cushions, etc.

The proposal to designate these products appeared in the *Board of Trade Journal* dated September 10, 1969.

Import control: correction

THE *Board of Trade Journal* dated November 12, 1969, published the Malaysian Customs (Prohibition of Imports) Order, 1969. The heading to the Third Schedule should be amended by inserting the word 'except' immediately after the word 'Sabah.' Item 13 of the Fourth Schedule should be amended by substituting for the words 'East Germany,' appearing under the third column, the words 'West Germany.'

INDEX INQUIRIES

Inquiries about the detailed contents of the JOURNAL *(dates on which particular articles etc., were published) should for convenience be made to the Board of Trade Library* (01-222 7877, *Ext.* 3038) *who compile the half-yearly index to the* JOURNAL.

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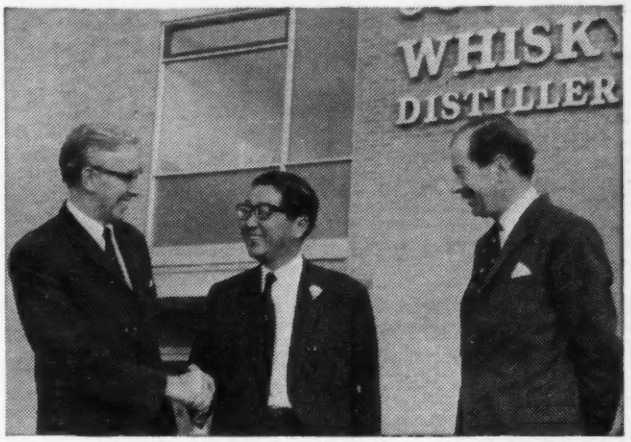

Bell's distributor in Japan, Mr. K. Emori, president of Nihon Shurui Hanbai Co. Ltd., Tokyo, has recently visited Scotland. After discussions in Perth with Mr. R. C. Miquel, managing director of Arthur Bell & Sons Ltd., Scotch whisky distillers, Perth, Mr. Emori visited Bell's blending and bottling plant at East Mains. Visitors from Czech television also visited East Mains with Mr. T. M. M. Walker, chairman of International Export Services Ltd., agent for Bell's Scotch whisky in countries in Eastern Europe. They also visited Perth and interviewed Mr. R. C. Miquel. Seen here are Mr. K. Emori (centre) at East Mains with Mr. Alex Brown (left), advertising executive of Arthur Bell & Sons Ltd., and Mr. M. Anderson, general manager, East Mains.

SINGAPORE

Import control: sodium and calcium cyclamates

THE SINGAPORE GOVERNMENT *Gazette* dated November 19, 1969, publishes the Prohibition of Imports (General Licence) (Amendment No. 12) Notification, 1969, which amends the First Schedule to the Prohibition of Imports (General Licence) Notification, 1965, by the addition of the following items:

120 Sodium and calcium cyclamates and preparations containing any proportion of either or both substances.

This means that the above-mentioned goods are now subject to special import licensing.

Customs duty exemption: sugar

THE SINGAPORE Ministry of Finance have announced that from October 23, 1969 duty exemption on sugar will be granted only to manufacturers of alcohol and condensed milk. Manufacturers of fruit cordials, syrups, etc., will no longer be eligible for duty exemption on sugar used in their products.

Any inquiries should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2143), quoting Ref. CRE 27307/G.

JAPAN

Expo '70 world exposition, Osaka 1970: hotel accommodation

BUSINESSMEN intending to visit Japan during Expo '70 (March 15 to September 13, 1970) are reminded that there is likely to be serious difficulty in booking hotel accommodation in the Tokyo and Osaka-Kobe areas during this period.

Bookings should be made at the earliest possible opportunity.

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room* 437, *Board of Trade,* 1 *Victoria Street, London, S.W.*1 (*Tel.* 01-222 7877, *Ext,* 2653/6) *and not to HMSO.*

NEW ZEALAND

Customs tariff inquiry: photo-copying apparatus

FOLLOWING the receipt by the Minister of Industries and Commerce, in New Zealand, of a report from the New Zealand Emergency Protection Authority, the Ministry of Industries and Commerce has referred to the New Zealand Tariff and Development Board, for inquiry and report, the question of import duties affecting photocopying apparatus (contact type) (tariff item 90.10.09).

The goods in question are classified in the tariff item shown below:

Tariff Item	Goods	Rates of duty		
		British Preferential	Most Favoured Nation	General
90.10	Apparatus and equipment of a kind used in photographic or cinematographic laboratories, etc.; photocopying apparatus (contact type), etc.:			
90.10.09	Other	16% AUL 12%	32%	55%

Temporary measures taken:
Photocopying apparatus (contact type) with a maximum printing speed of less than 20 feet per minute were excluded from the two concessions under Part II reference 10.2 of the Tariff as follows:

	Rates of duty		
	British Preferential	Most Favoured Nation	General
Machines, contact type, for copying printed and illustrated matter excluding machines with a maximum printing speed of less than 20 feet per minute	Free	20%	25%
Machines, photocopying and developing, excluding machines with a maximum printing speed of less than 20 feet per minute for blue printing and plan production	Free	20%	25%

The excluded goods were exempted from import licensing.

Terms of reference to the Board:
To inquire into and report on what permanent form of protection, if any, is necessary in respect of photocopying apparatus (contact type) of Tariff item 90.10.09.

The public inquiry will take place in Wellington on Thursday, February 12, 1970, at 10.30 a.m. Typewritten statements (12 copies) should be lodged with Mr. O. A. Black, Acting Secretary, Tariff and Development Board, PO Box 5070, Wellington, New Zealand, not later than Friday, January 23, 1970. 'Notes for the Guidance of Witnesses,' which indicate the kind of information required and the manner in which it should be submitted to the Tariff and Development Board, can be seen at the Board of Trade, Room E54, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468). Each statement of evidence will in general need to be presented under oath at the public inquiry by the person tendering it.

British producers are reminded that under Article 8 of the United Kingdom/New Zealand Trade Agreement, 1959, they are entitled to full rights of audience before this Tariff and Development Board. Any changes made are likely to remain in force for a considerable period; any exporters whose trade is likely to be affected are urged to consider seriously the desirability of submitting evidence at the forthcoming inquiry.

Firms proposing to give independent evidence through their agents in New Zealand or through the Director of the British Trade Association of New Zealand Inc., PO Box 2286, Wellington, New Zealand, telegraphic address 'Transtrade', Tel. Wellington 43-706 (the BTANZ charges a fee for its services, the amount varying according to the work entailed and whether the trade association or firm is a member. Details may be obtained from the BTANZ) and requiring further information should approach the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321), quoting reference CRE 784/69.

Customs tariff inquiry: prepared culture media for micro-organisms

THE MINISTRY of Industries and Commerce has referred to the New Zealand Tariff and Development Board, for inquiry and report, the question whether any new or increased duty is necessary in respect of prepared culture media for development of micro-organisms.

The goods in question are classified in the tariff item shown below:

Tariff Item	Goods	Rates of duty		
		British Preferential	Most Favoured Nation	General
38.16.00	Prepared culture media	Free	Free	Free

The public inquiry will take place in Wellington on Tuesday, March 3, 1970 at 10.30 a.m. Typewritten statements (12 copies) should be lodged with Mr. O. A. Black, Acting Secretary, Tariff and Development Board, PO Box 5070, Wellington, New Zealand, not later than Friday, February 13, 1970. 'Notes for the Guidance of Witnesses', which indicate the kind of information required and the manner in which it should be submitted to the Tariff and Development Board, can be seen at the Board of Trade, Room E54, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468). Each statement of evidence will in general need to be presented under oath at the public inquiry by the person tendering it.

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(NEW ZEALAND, *continued on next page*)

HINTS TO BUSINESSMEN

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NEW ZEALAND, *continued*

New Zealand — Australia Free Trade Agreement

IN THE *Board of Trade Journal* of November 26, 1969, page 1492/3, a list of items to be considered for inclusion in Schedule A of the New Zealand – Australia Free Trade Agreement was published. The Board of Trade has now received a further list of items, listed below, to which the information given in that notice applies.

Any inquiries arising from this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321), reference CRE 16678/G.

SCHEDULE

New Zealand Tariff Item	BTN Heading	Description in Terms of New Zealand Tariff	Australian Tariff Item
Ex 84.17.29	Ex 84.17	Machinery, plant and similar laboratory equipment whether or not electrically heated, for the treatment of materials by a process involving a change of temperature such as heating, cooking, roasting, distilling, rectifying, sterilizing, pasteurizing, steaming, drying, evaporating, vapourizing, condensing or cooling, not being machinery or plant of a kind used for domestic purposes; instantaneous or storage water heaters, non-electrical, viz.: Water baths, temperature controlled cabinets, hot air sterilizing and drying ovens and water stills of a kind designed for laboratory use.	Ex 84.17.400 Ex 84.17.590 Ex 84.17.990
Ex 84.28.05 Ex 84.28.06 Ex 84.28.07 Ex 84.28.18 Ex 84.28.19	Ex 84.28	Other agricultural, horticultural, poultry-keeping and bee-keeping machinery; germination plant fitted with mechanical or thermal equipment; poultry incubators and brooders, viz.: Tractor mounted scrub cutting machines, rotary types and parts thereof. Honeycomb uncapping machines.	Ex 84.28.910 Ex 84.28.990
Ex 84.47.01 Ex 84.47.02 84.47.03	Ex 84.47	Machine-tools for working wood, cork, bone, ebonite (vulcanite), hard artificial plastic materials or other hard carving materials, other than machines falling within heading No. 84.49, viz.: Moulding machines and planing machines, circular sawing machines bench type, wood cutting band saws vertical type.	Ex 84.47.100 Ex 84.47.611 Ex 84.47.619 Ex 84.47.631 Ex 84.47.639
Ex 84.59.39	Ex 84.59	Machines and mechanical appliances, having individual functions, not falling within any other heading of this chapter, viz.: Vacuum cleaners designed for wet or dry suction cleaning.	Ex 84.59.420
Ex 84.63.09	Ex 84.63	Transmission shafts, cranks, bearing housings, plain shaft bearings, gears and gearing (including friction gears and gear-boxes and other variable speed gears), flywheels, pulleys and pulley blocks, clutches and shaft couplings, viz.: Cast-iron V-type pulleys.	Ex 84.63.510
85.06.05	Ex 85.06	Electro-mechanical domestic appliances, with self-contained electric motor, viz.: Food mixers.	Ex 85.06.990
Ex 85.15.34 Ex 85.15.35 Ex 85.15.45 Ex 85.15.46 Ex 85.15.56 Ex 85.15.57	Ex 85.15	Radiotelegraphic and radiotelephonic transmission and reception apparatus; radiobroadcasting and television transmission and reception apparatus (including those incorporating gramophones) and television cameras; radio navigational aid apparatus, radar apparatus and radio remote control apparatus, viz.: Aerials and antennae excluding those merely composed of plain or stranded wire with fittings attached.	Ex 85.15.500 Ex 85.15.900
86.01.00	86.01	Steam rail locomotives and tenders	86.01.000
86.02.00	86.02	Electric rail locomotives, battery operated or powered from an external source of electricity.	86.02.100 86.02.900
86.03.09	Ex 86.03	Other rail locomotives, viz.: Other than electric.	Ex 86.03.000
86.04.00	86.04	Mechanically-propelled railway and tramway coaches, vans and trucks, and mechanically-propelled track inspection trolleys.	86.04.000
86.05.00	86.05	Railway and tramway passenger coaches and luggage vans; hospital coaches, prison coaches, testing coaches, travelling post office coaches and other special purpose railway coaches.	86.05.000
86.06.00	86.06	Railway and tramway rolling-stock, the following: workshops, cranes and other service vehicles.	86.06.000
86.07.00	86.07	Railway and tramway goods vans, goods wagons and trucks.	86.07.100 86.07.900
86.09.01 86.09.09	86.09	Parts of railway and tramway locomotives and rolling-stock.	86.09.100 86.09.910 to 86.09.990
Ex 87.02.39	Ex 87.02	Motor vehicles for the transport of persons, goods or materials (including sports motor vehicles, other than those of heading No. 87.09), viz.: Convertible road/rail motor coaches.	Ex 87.02.900
87.14.21	Ex 87.14	Other vehicles (including trailers), not mechanically propelled, and parts thereof, viz.: Trailer axle assemblies of a capacity of 3 tons or over.	Ex 87.14.219 Ex 87.14.290
Ex 90.04.09	Ex 90.04	Spectacles, pince-nez, lorgnettes, goggles and the like, corrective, protective or other, viz.: Spectacles, pince-nez, lorgnettes, not including sun (or glare) glasses, non-powered.	Ex 90.04.100 Ex 90.04.900
92.10.01 Ex 92.10.09	Ex 92.10	Parts and accessories of musical instruments (other than strings), including perforated music rolls and mechanisms for musical boxes; metronomes, tuning forks and pitch pipes of all kinds, viz.: Necks and bodies for guitars and ukuleles.	92.10.700
97.06.03	Ex 97.06	Appliances, apparatus, accessories and requisites for gymnastics or athletics, or for sports and outdoor games (other than articles falling within heading No. 97.04), viz.: Tennis balls.	Ex 97.06.900
†Ex 98.07.01	Ex 98.07	Date, sealing or numbering stamps, and the like, including devices for printing or embossing labels, self-inking, designed for operating in the hand.	Ex 98.07.000
Ex 98.07.09	Ex 98.07	Date, sealing or numbering stamps, and the like (including devices for printing or embossing labels), designed for operating in the hand; hand-operated composing sticks and hand printing sets incorporating such composing sticks, viz.: Hand operated printing and numbering devices with movable or variable numbers or characters, not self-inking.	Ex 98.07.000

† Some of the goods listed against this item are already included in Schedule A. The object of listing the goods described above is to extend the scope of inclusion in the New Zealand Tariff to agree with that included in the Australian Tariff.

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VENEZUELA

Importation of antiques and works of art

WITH A VIEW to introducing more effective control over the importation of antiques and works of art the Venezuelan Ministry of Finance introduced on November 7 a regulation modifying the customs tariff to read as follows:

Tariff No.	Description	Specific duty (Bolivars per kilo gross)
899-21-05	Antiques and works of art, n.e.s.:	
899-21-05-01	Furniture	6·00
899-21-05-09	Others	Free

The following new explanatory note has been inserted in the tariff in connection with this tariff number:

'In order that an object may be considered as an antique it must be at least eighty (80) years old. The only acceptable proof of antiquity is a certificate issued by an expert in antiques, of recognized probity, who must be a member of a legally constituted association of antique dealers. In no case may sellers issue the required proof. The signature of the antique expert must be authenticated by a Notary Public and this document must be presented to a Venezuelan consular official or his deputy, for certification; this certification will only be made after verification of the preceding details, for which purpose the consular official must obtain advice considered suitable by the Ministry of Finance. No document will be valid which does not conform in every detail to the provisions laid down here, and in such a case the merchandise described will not be considered under the provisions of this tariff number.

Imports made under the provisions of this tariff number may only be effected through the custom house of La Guiara or the airport customs of Maiquetia.'

Amendment to customs tariff: chess sets

THE Venezuelan *Official Gazette* of October 18 introduced the following new rate of duty:

Tariff No.	Description	Specific duty (Bolivars per kilo gross)
899-15-03-4	Chess sets	2·00

Imports of equipment for adapting vehicles for physically handicapped

IMPORTS of equipment intended to adapt locally manufactured automobiles for use by physically handicapped persons unable to drive normal vehicles may enter Brazil free of import duty and exempt from the manufactured goods tax provided that there is no national similar and subject to certain regulations.

Details of the regulations may be obtained from Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 474 or 476).

UNITED STATES

Motor vehicle safety standards: consumer information regulations

THE *Board of Trade Journal* of June 11, 1969, gave notice of consumer information regulations relating to vehicle stopping distance.

The United States Federal Highway Administration has now announced an amendment to the regulation concerning the brake burnishing procedure for motor cycles.

The amendment becomes effective on November 26, 1969.

Inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 455, 456, 457) (Ref. FR 26.11.69).

Motor vehicle safety standards: windshield retention requirements

THE *Board of Trade Journal* of October 1, 1969 gave advance notice of a proposal to extend the scope and applicability of Standard 212, relating to windshield and forward facing window retention requirements.

The United States Federal Highway Administration has now extended the closing date for filing comments to February 26, 1970.

Inquiries about this notice should be addressed to United States Section, Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397), Reference FR 27.11.69.

Federal Hazardous Substances Act: children's toys

ON NOVEMBER 6, 1969 the United States President signed the Child Protection and Toy Safety Act of 1969 (Public Law 91-113).

The main purpose of the Act is to amend the United States Federal Hazardous Substances Act to protect children from toys and other articles for their use which are found to be hazardous due to the presence of mechanical, electrical or thermal hazards.

It provides also that manufacturers or distributors of items which are banned under the Act must repurchase stocks of the items already in the hands of dealers.

The Act becomes effective on January 5, 1970.

Details of this Act may be obtained from the Tariff Section, United States, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 455, 456, 457).

Natural gas pipeline safety standards

THE UNITED STATES Department of Transportation is now developing minimum Federal safety standards under the Natural Gas Pipeline Safety Act, 1968. The standards will replace the interim standards now in effect.

Further details of these regulations may be obtained from the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 456 or 457).

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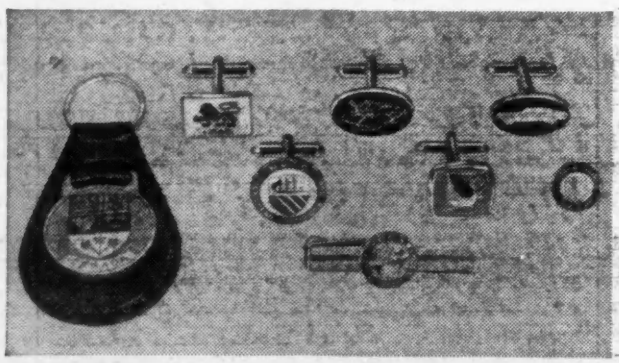

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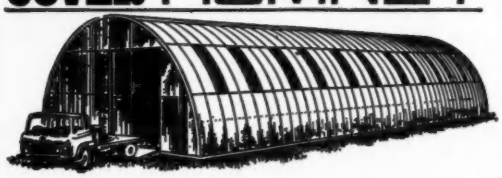

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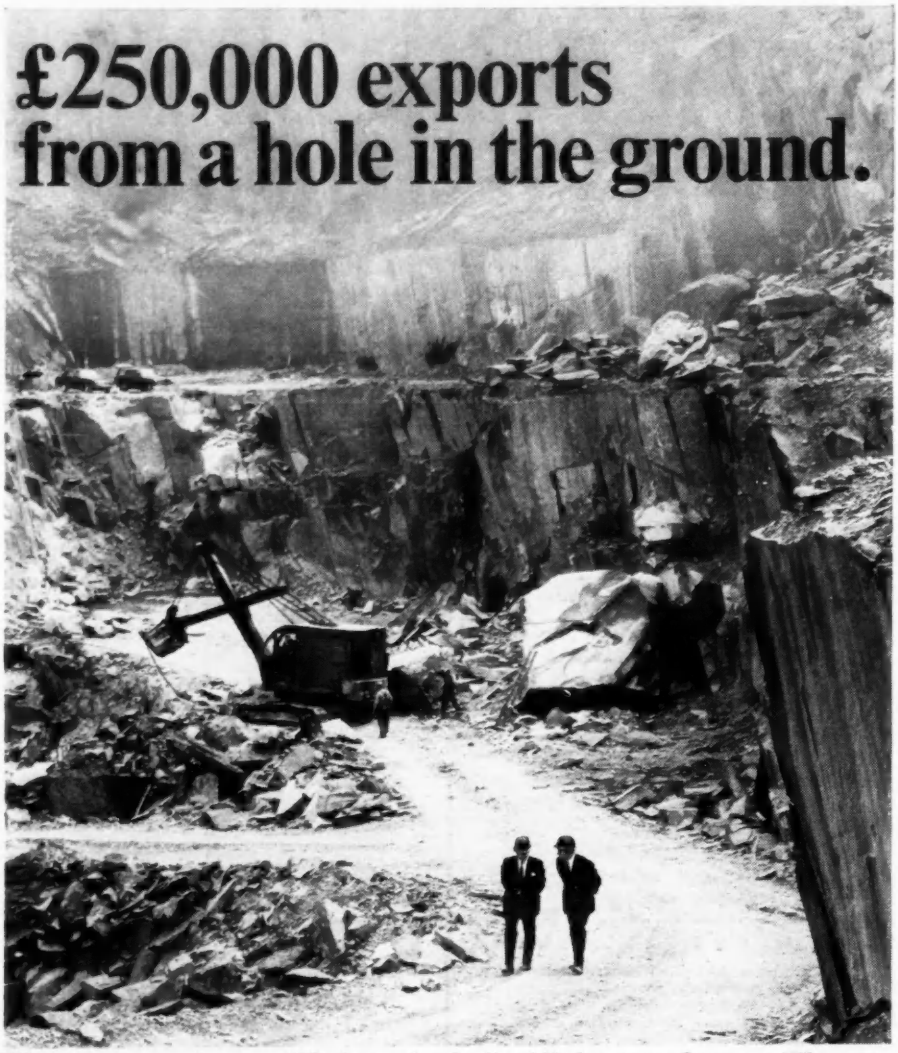

Whatever your product, you'll find growth markets overseas. This is the view of managing director David W, whose marketing company has revived a pre-1914 tradition of large-scale slate exporting. We talked to him at a slate quarry in Furness.

Interviewer: What are the outlets for slate these days?

David W: Mostly roofing and flooring, and facing for churches, office blocks, underpasses, any kind of largish construction. Insulating switchboards is another application, and many new ones are on the way. We think slate granules have an interesting future on roofing felts. Almost all our export slate is going for building.

Slate is expensive to ship. Was this why the export trade died?

David W: The very high labour content for loading killed exports after 1914. When we began looking at exporting again in 1965, we designed a special collapsible loading box. That, combined with new methods of mechanical loading, put the thing back on a viable basis.

What made you re-start exporting in 1965?

David W: The economic doldrums at home, and a shortage of slate in France.

You started there, but now you've expanded into other markets?

David W: We're also selling in Denmark, Holland, Germany, Iceland — and now U.S.A., which has very big potential. We were up to £250,000 overseas last year, and we think we can double that in time.

How do you develop a new market?

David W: We get help from the British Embassies and we appoint an agent.

Has your ECGD cover helped you expand?

David W: We very soon found we needed this. Each cargo we ship is worth around £20,000 and we often have two cargoes outstanding. If a customer defaulted we'd be in bad trouble. We also plan to use the ECGD comprehensive bank guarantee so that we can raise bank finance for exports at Bank Rate. It's expensive building up export markets. We're very glad of this help through ECGD.

Are you optimistic about the future?

David W: In this trade you take the long view. The first shipment of slate from this quarry was in 1688. Its peak production year was 1863. With a lot of effort, we might begin to approach that size of output again in the nineteen-seventies.

ECGD is the Government Department which insures exporters against loss through default, insolvency, transfer and other risks—and can also help you to reduce the cost of export finance. Get the full run-down from your local ECGD Manager. Contact him this week.

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